

FIG. 1A

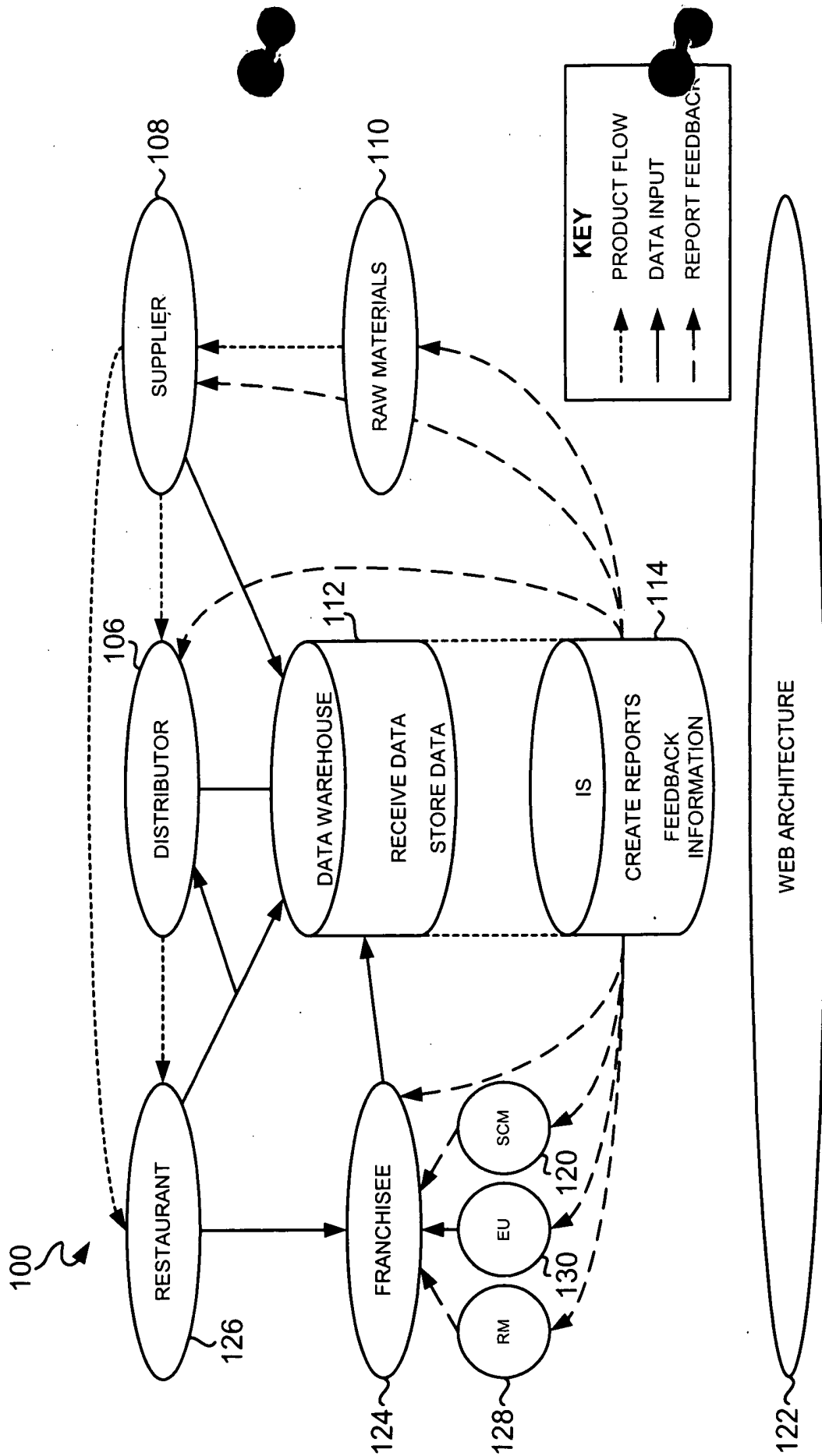
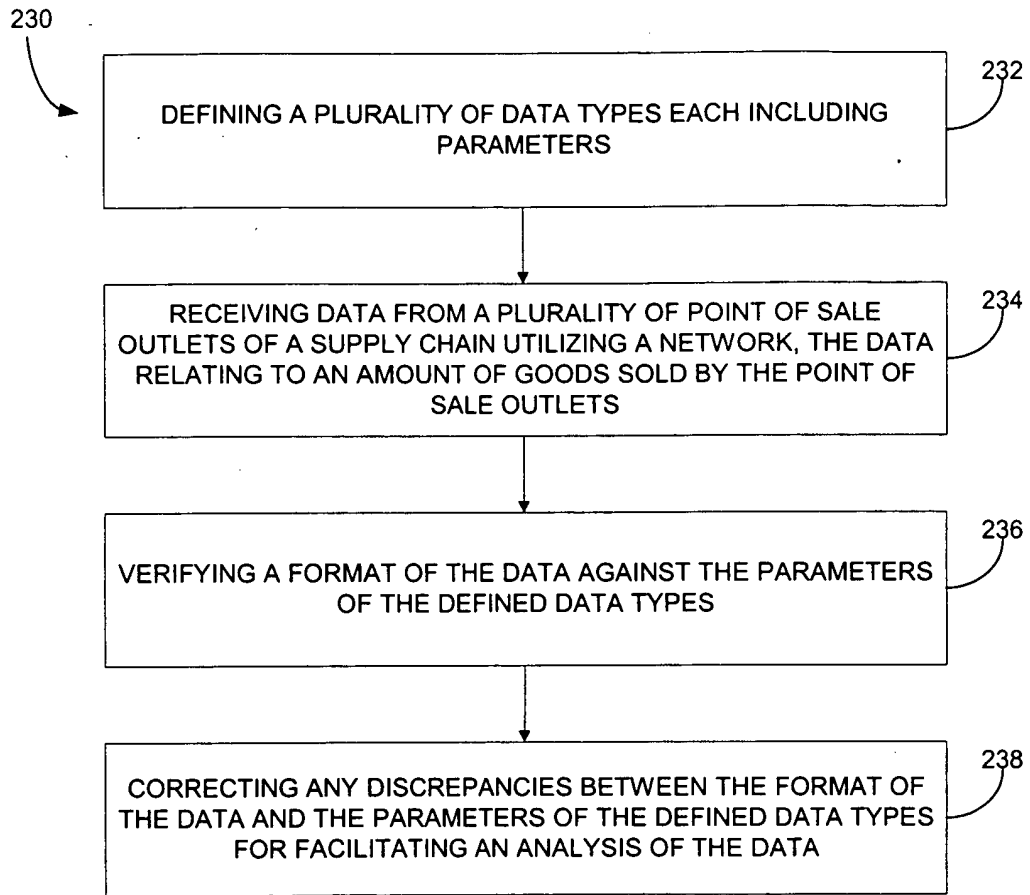
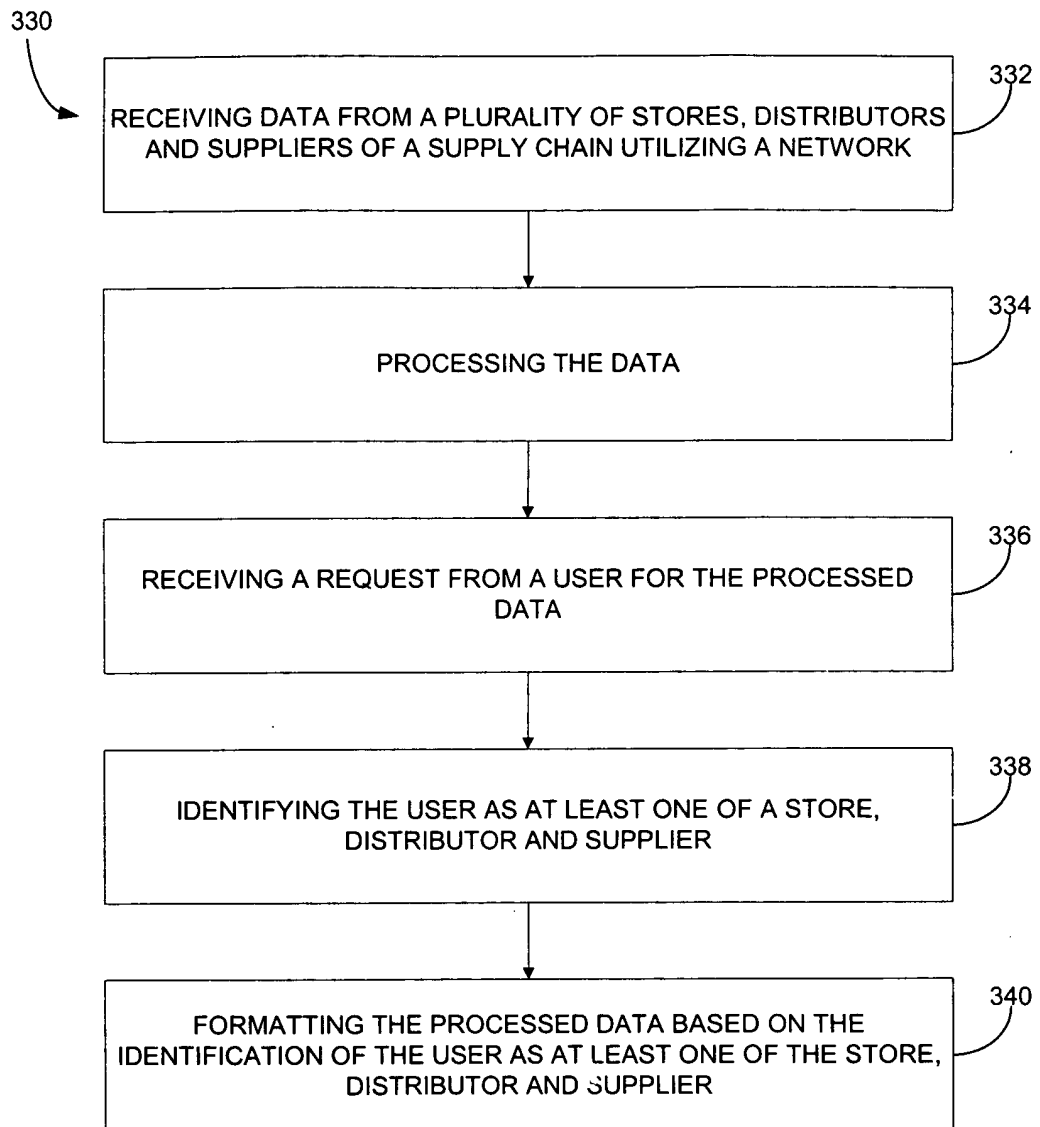


FIG. 1B



**FIG. 2**



**FIG. 3**

FIG. 4

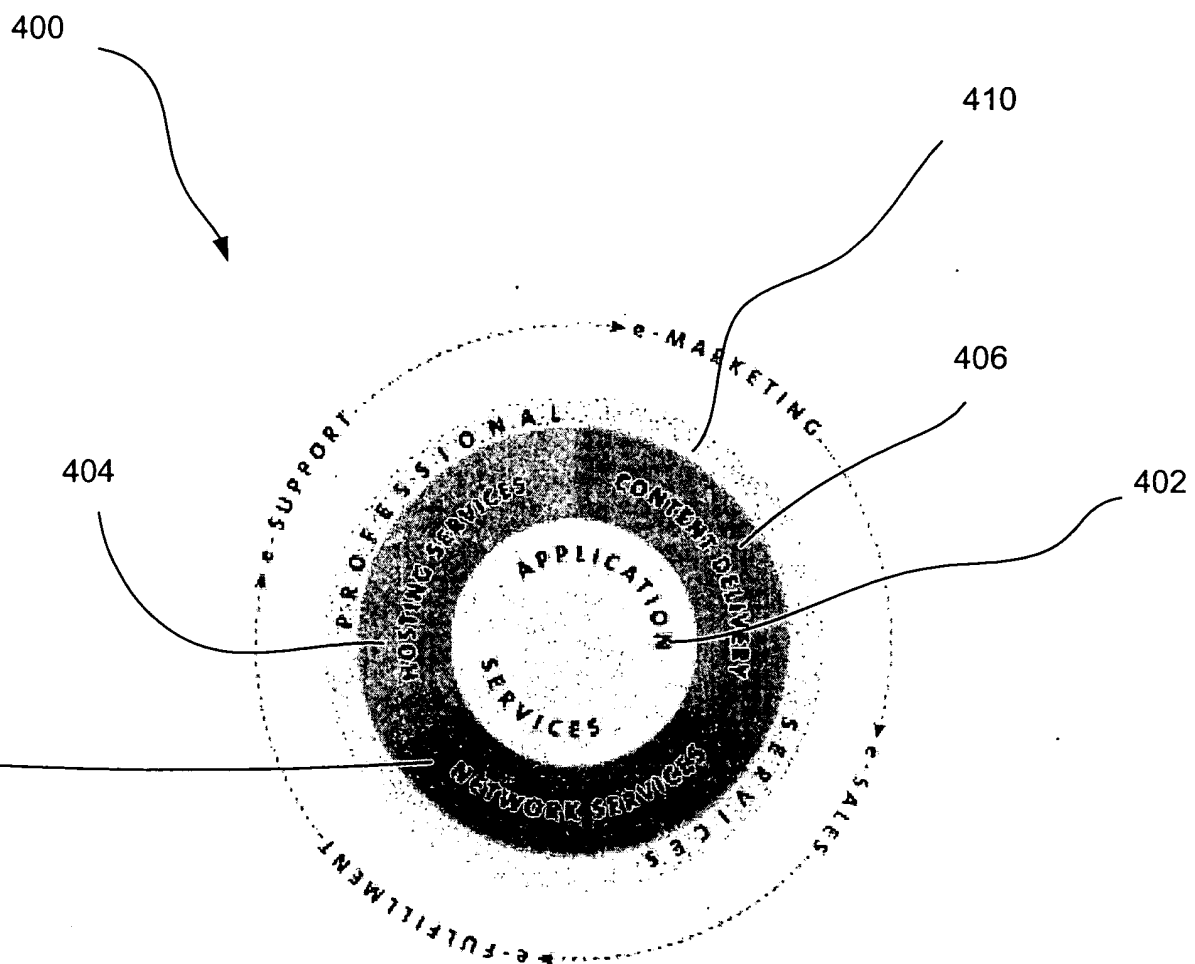
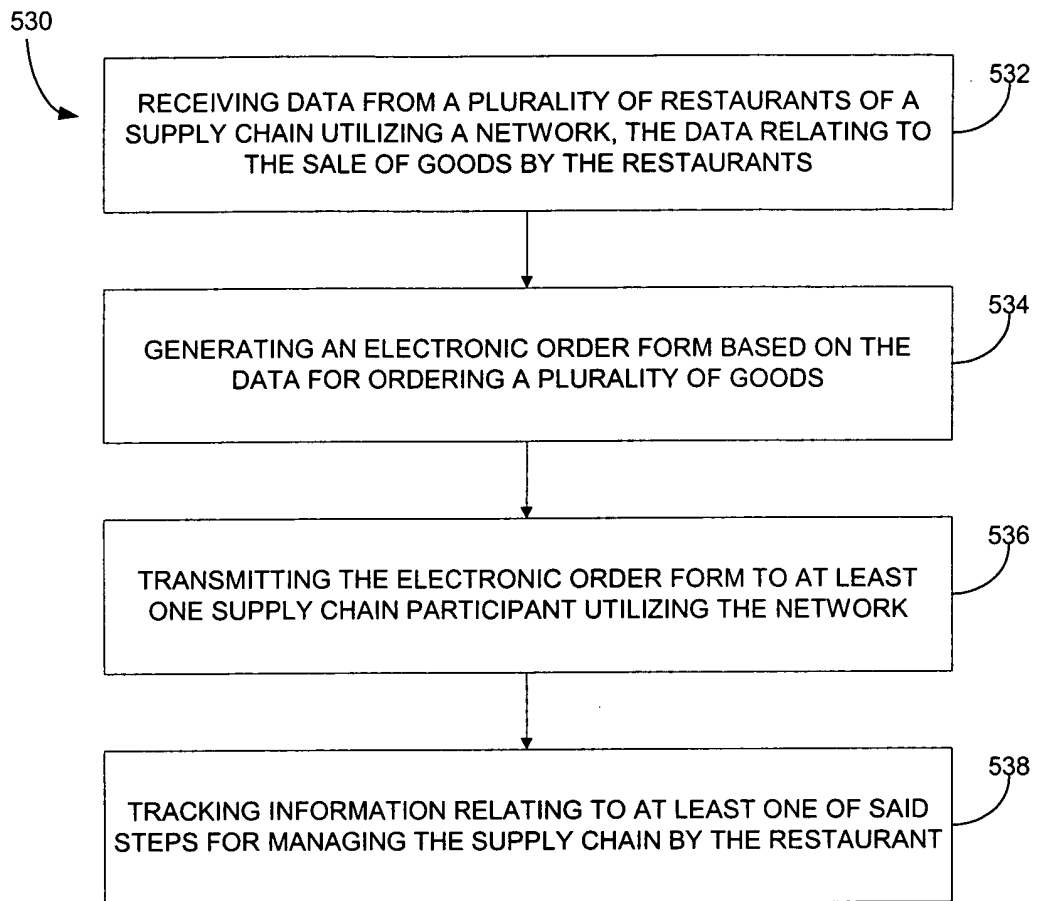
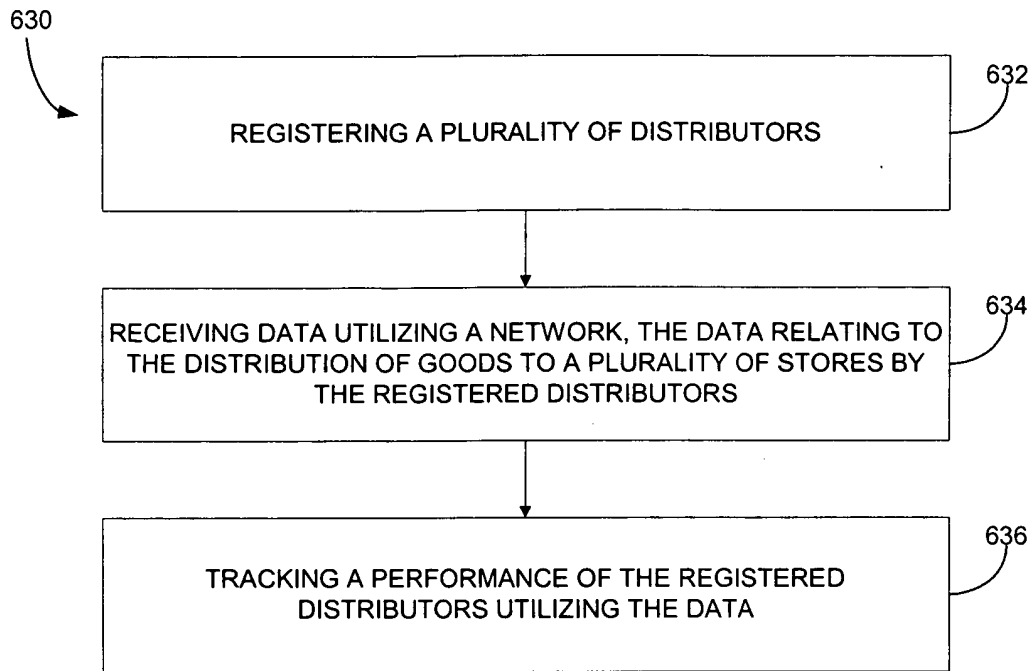


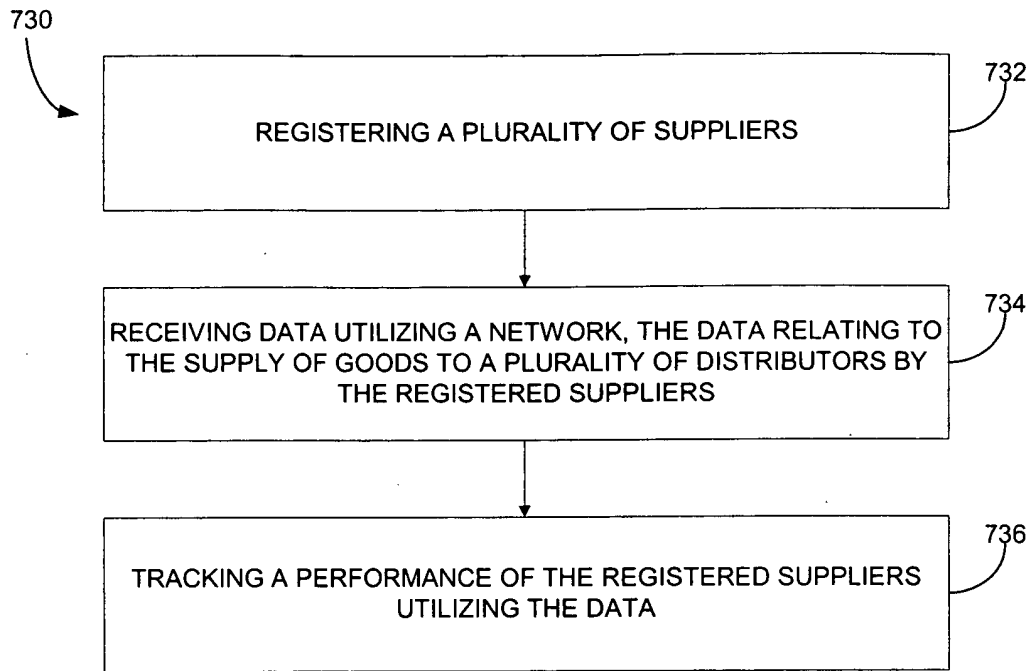
Fig. 4



**FIG. 5**

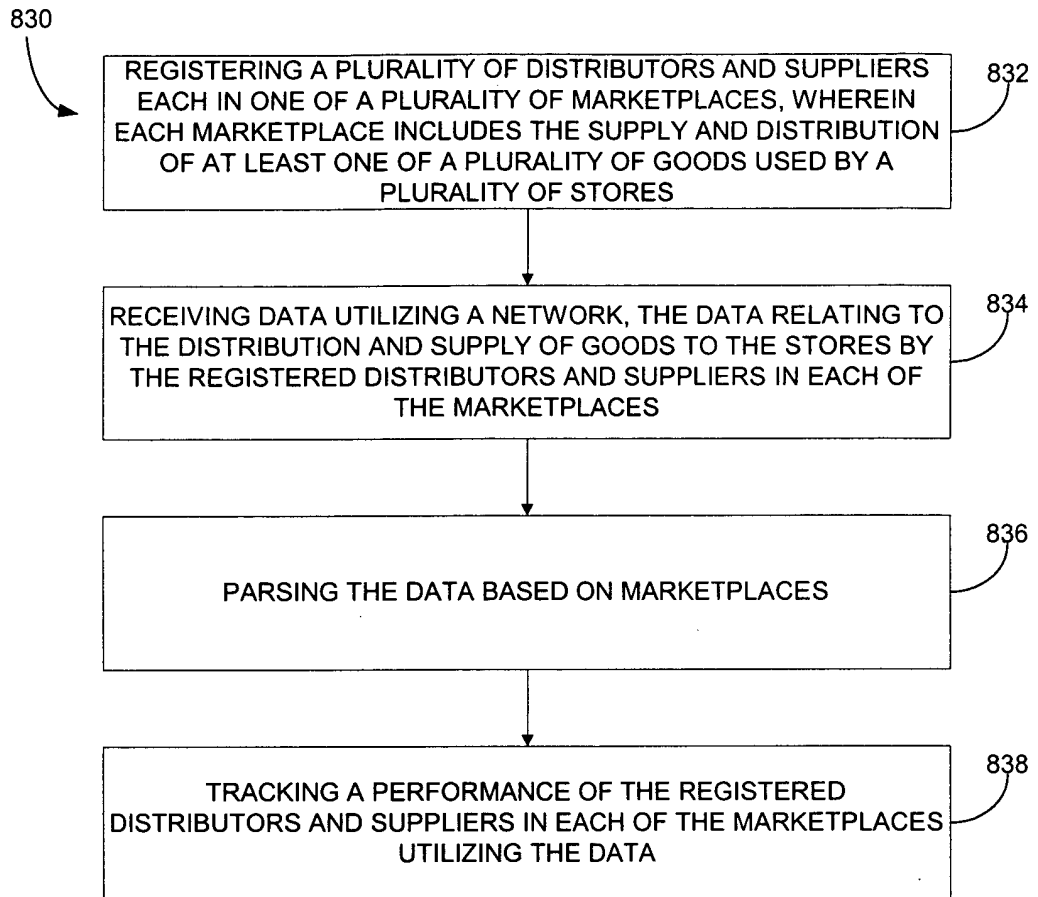


**FIG. 6**

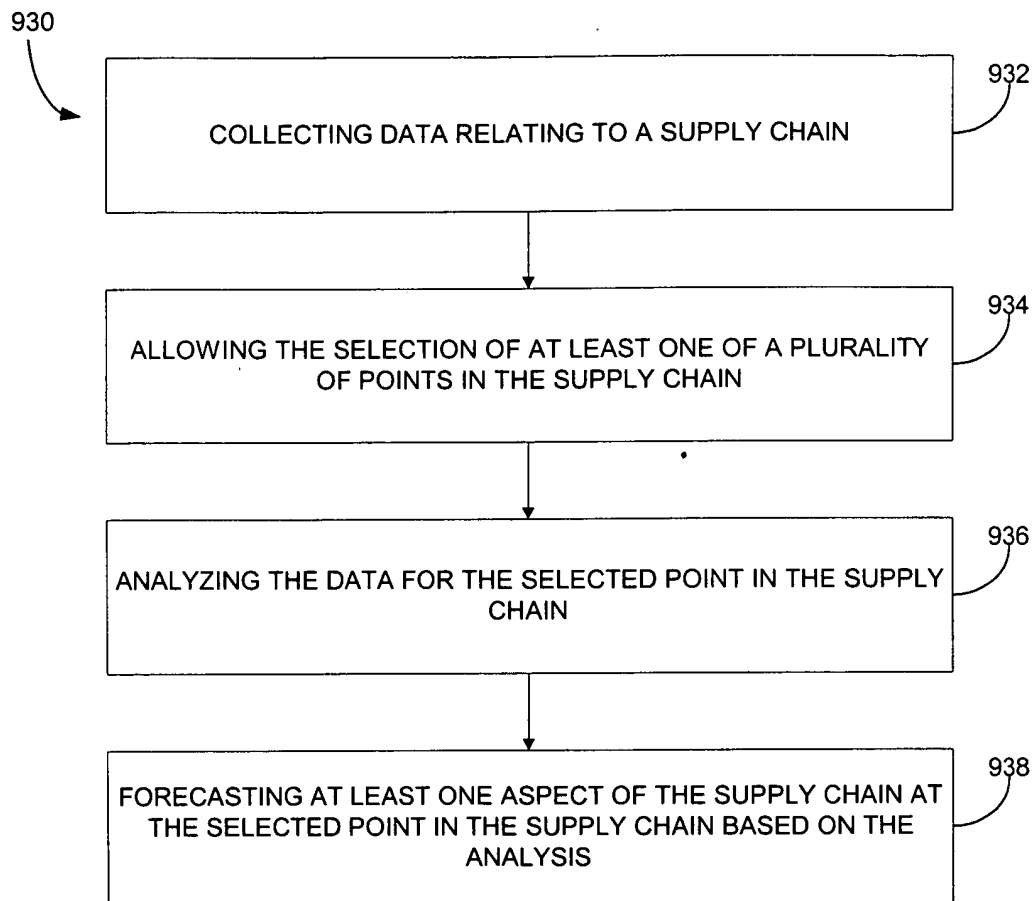


**FIG. 7**

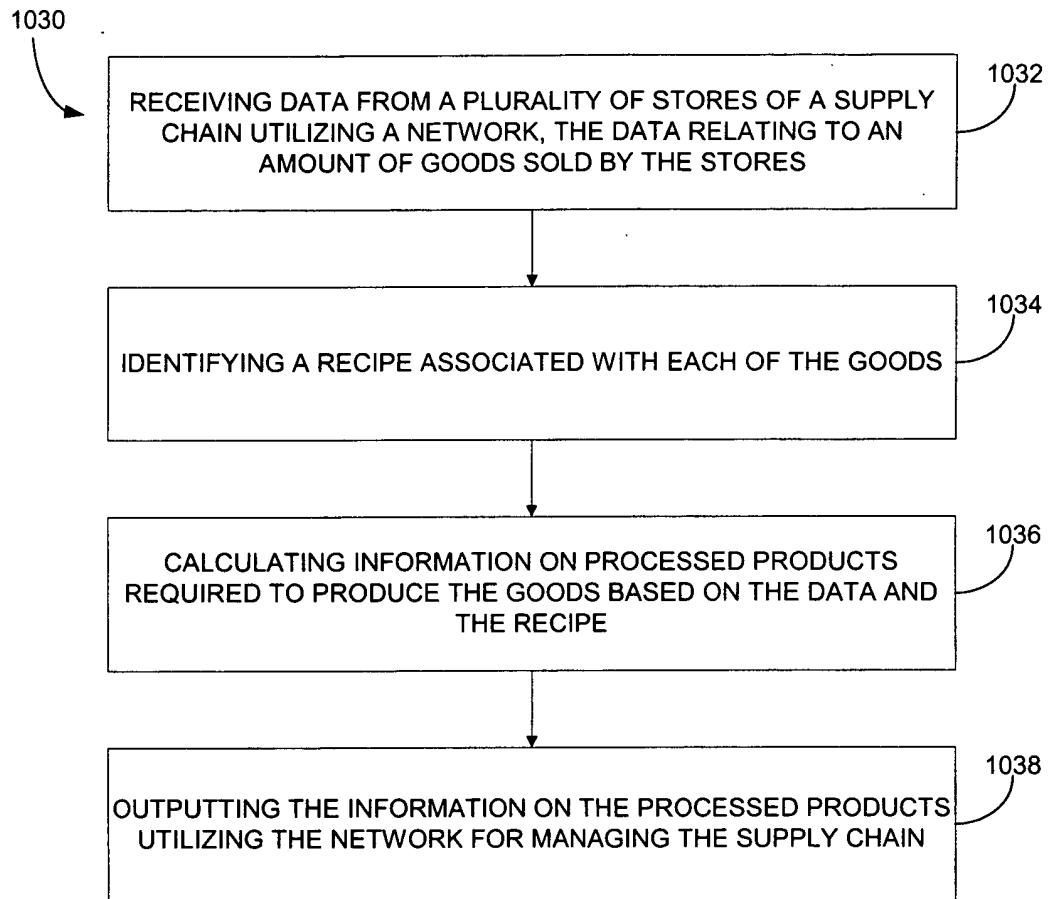




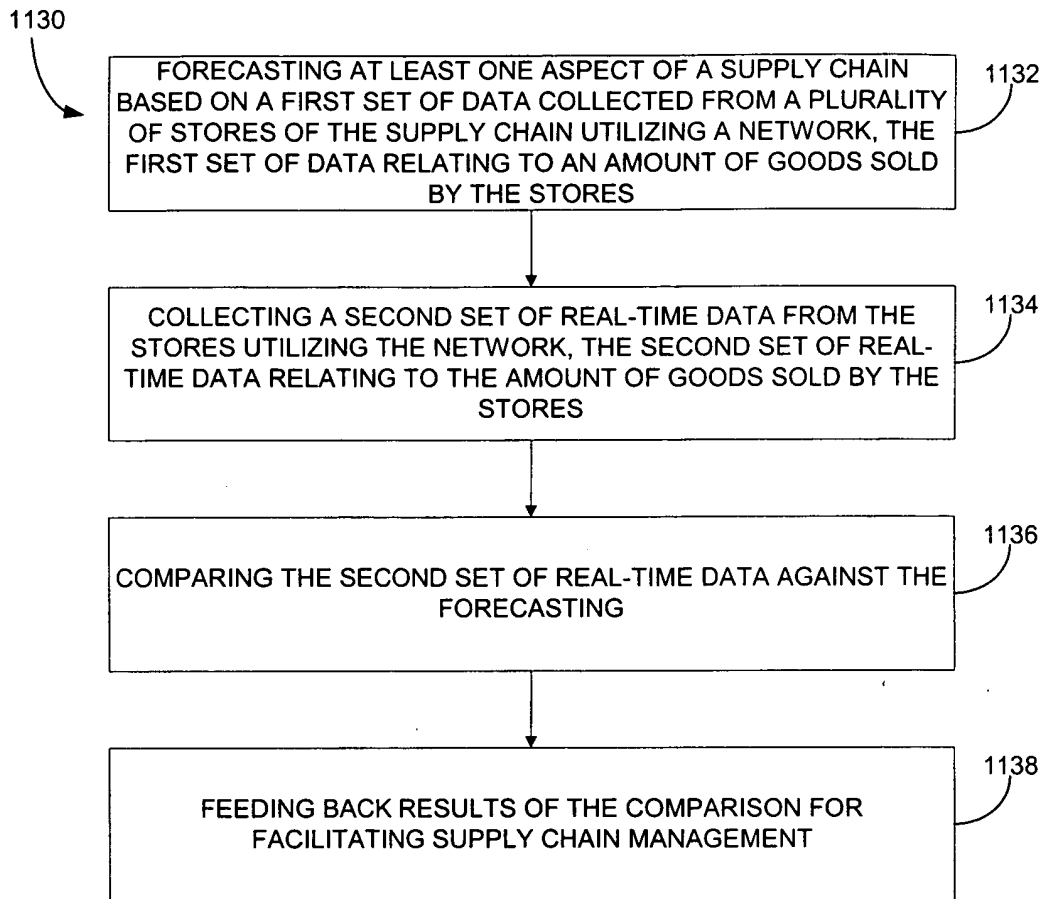
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**

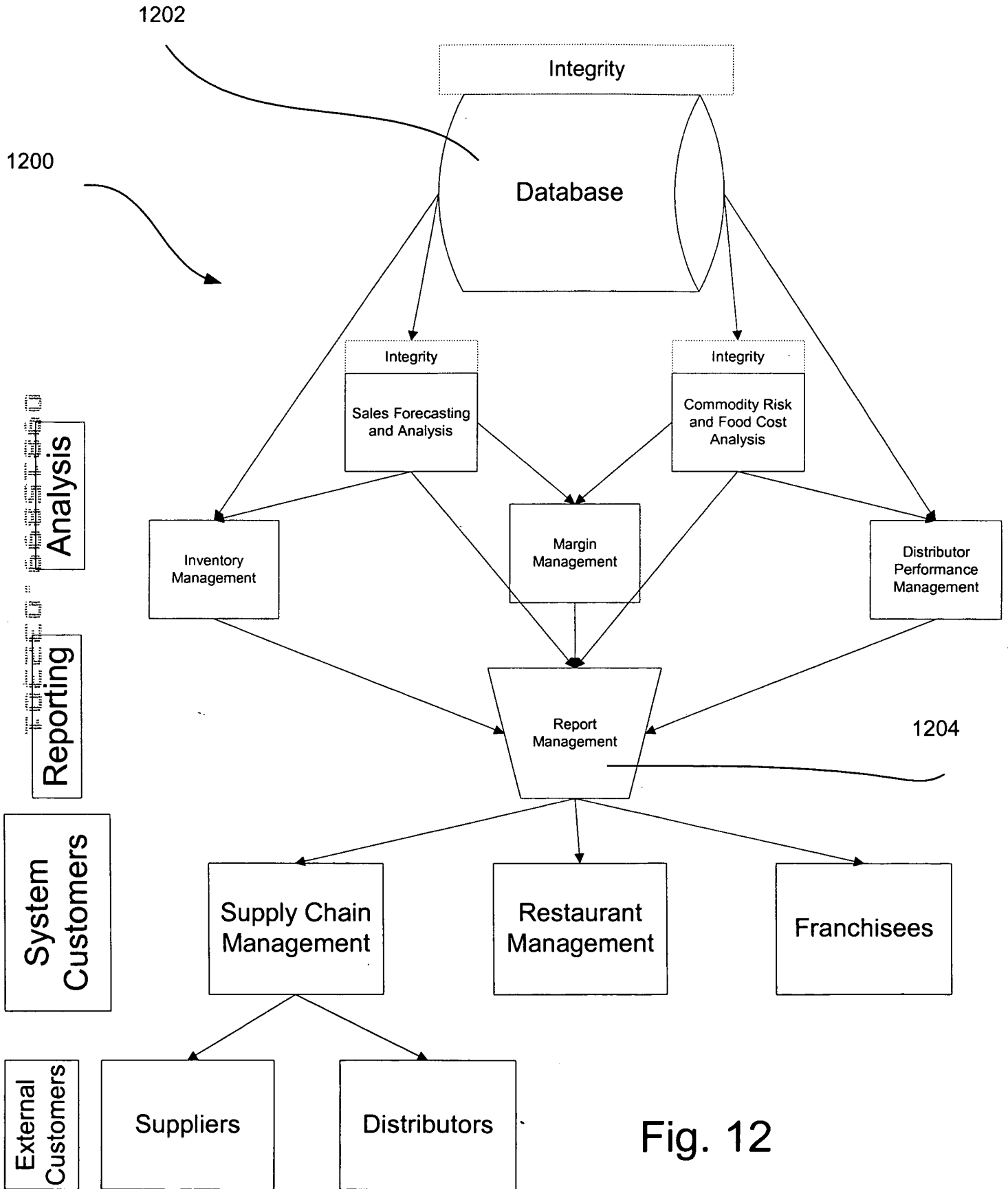
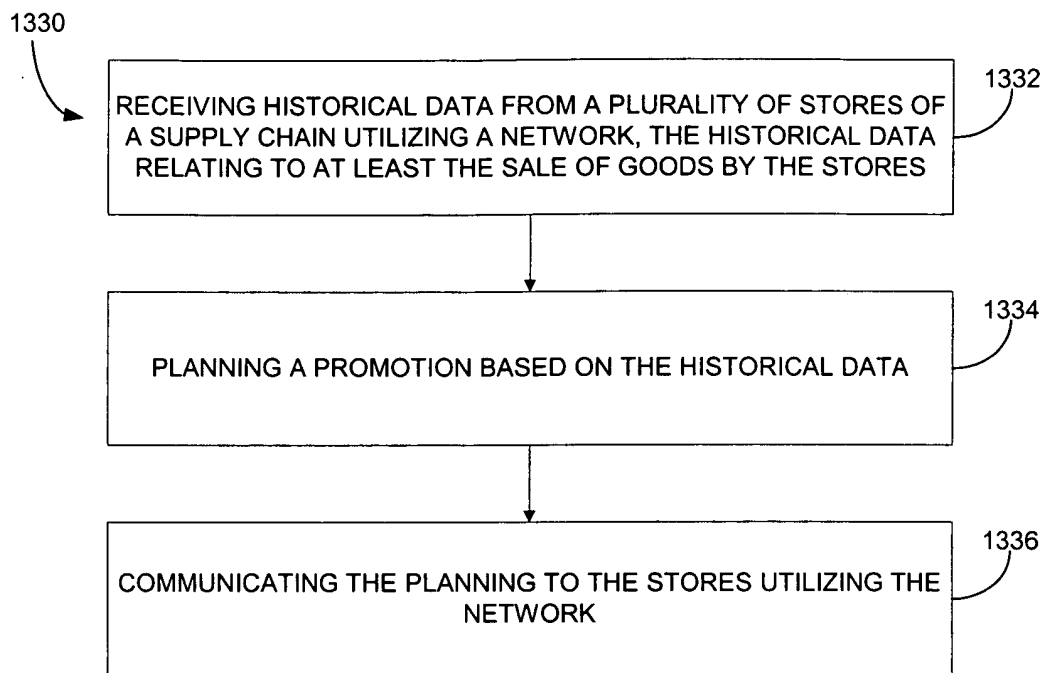
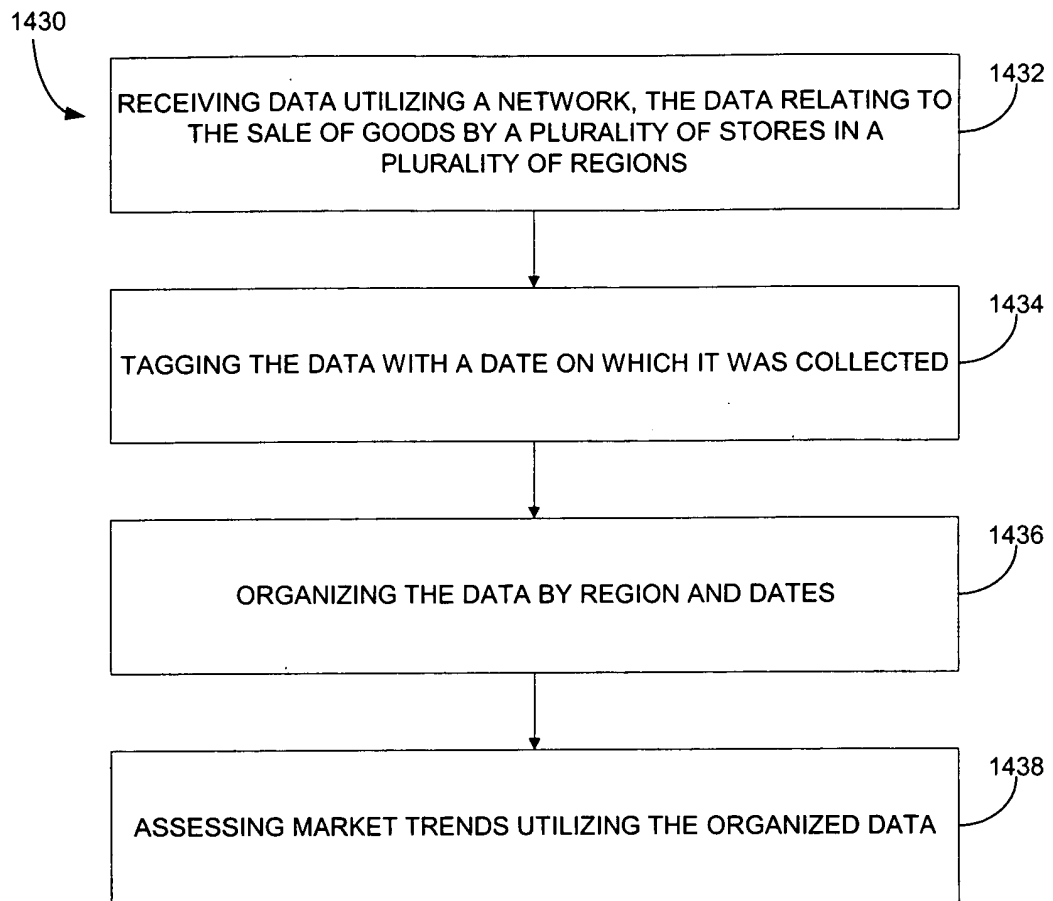


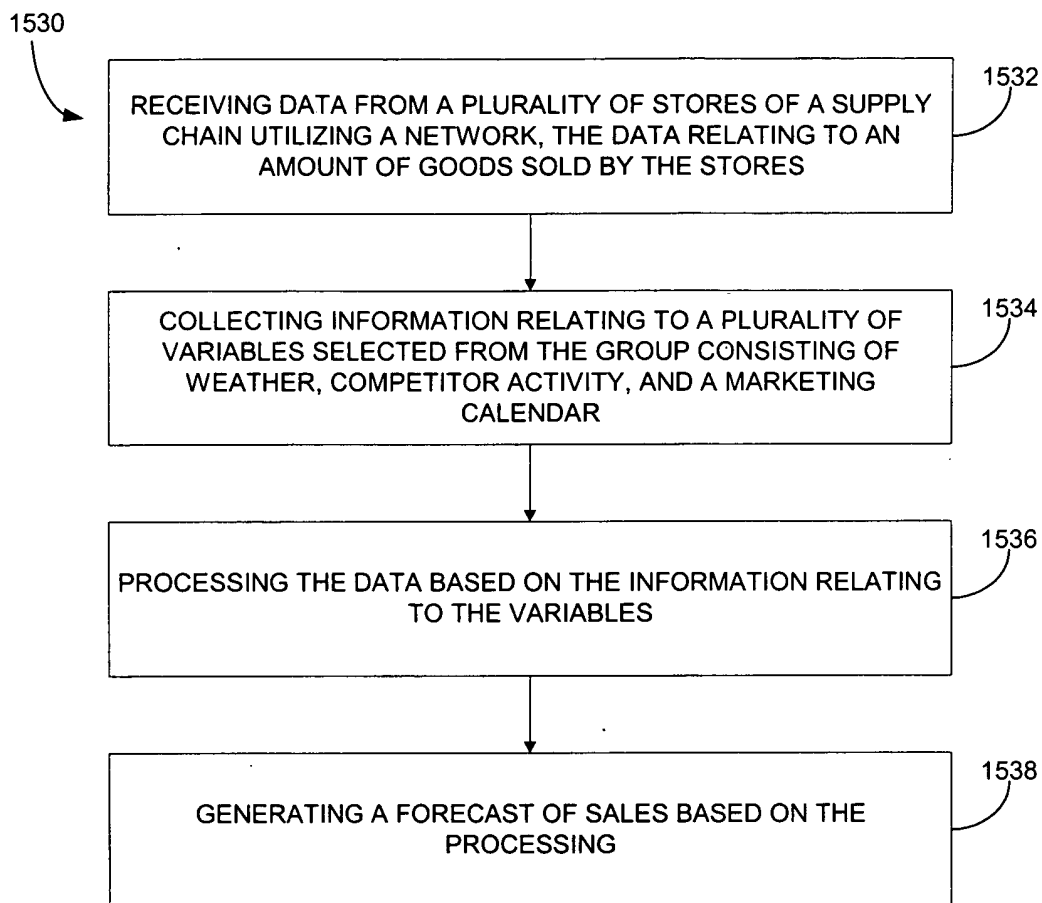
Fig. 12



**FIG. 13**

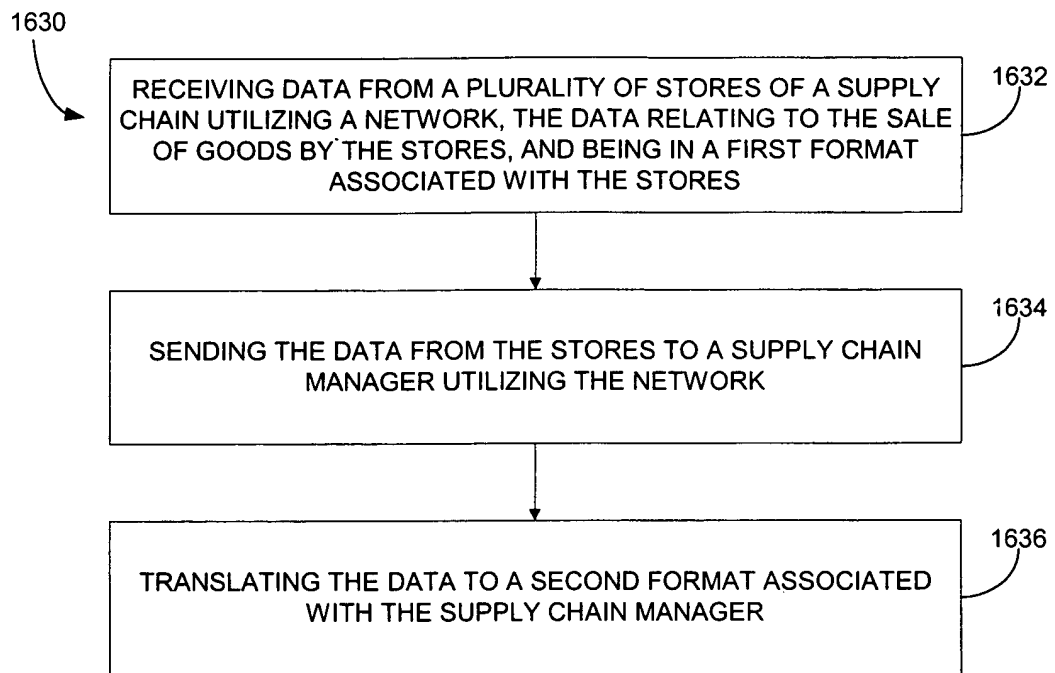


**FIG. 14**

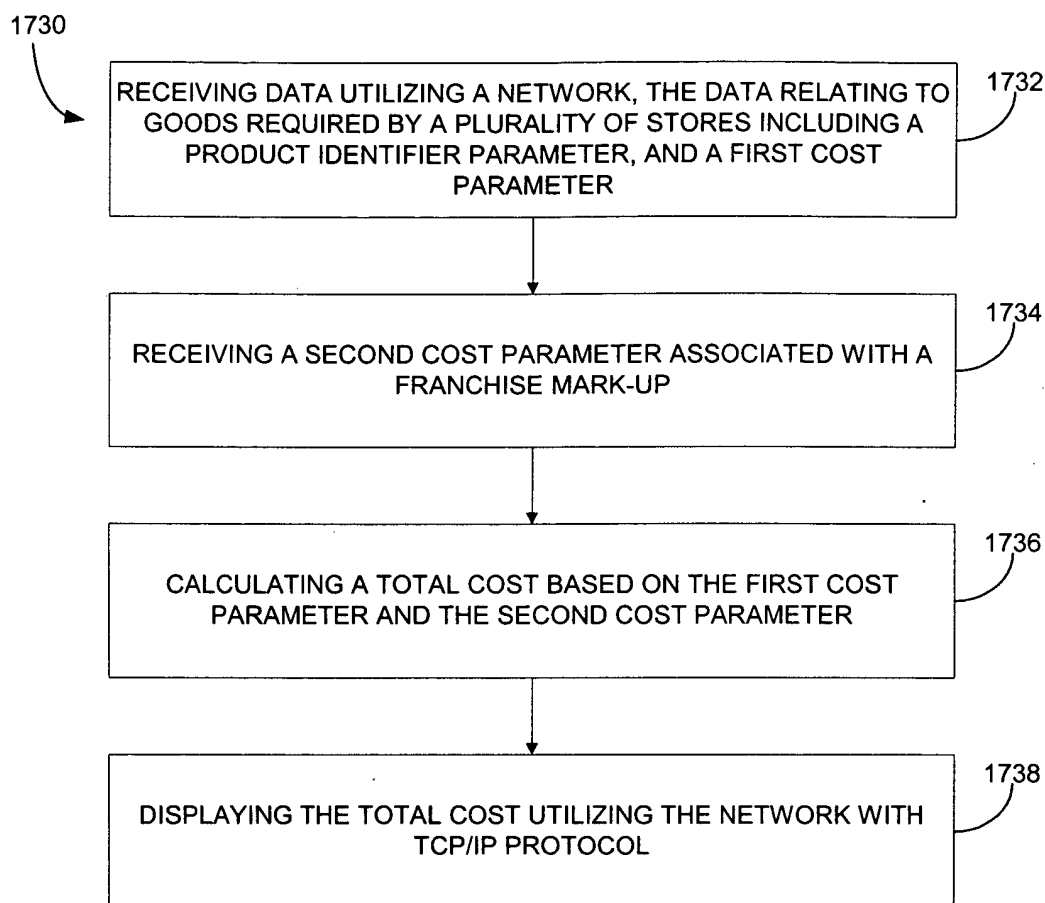


**FIG. 15**

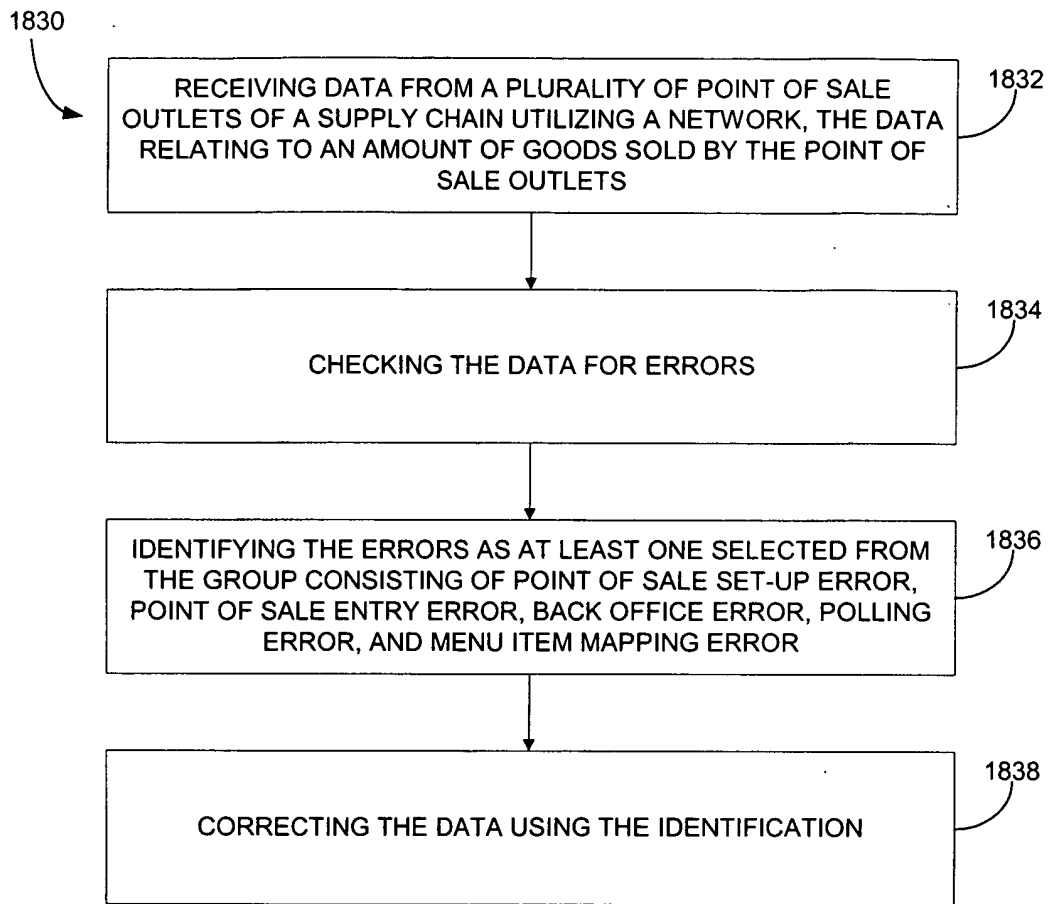




**FIG. 16**



**FIG. 17**



**FIG. 18**



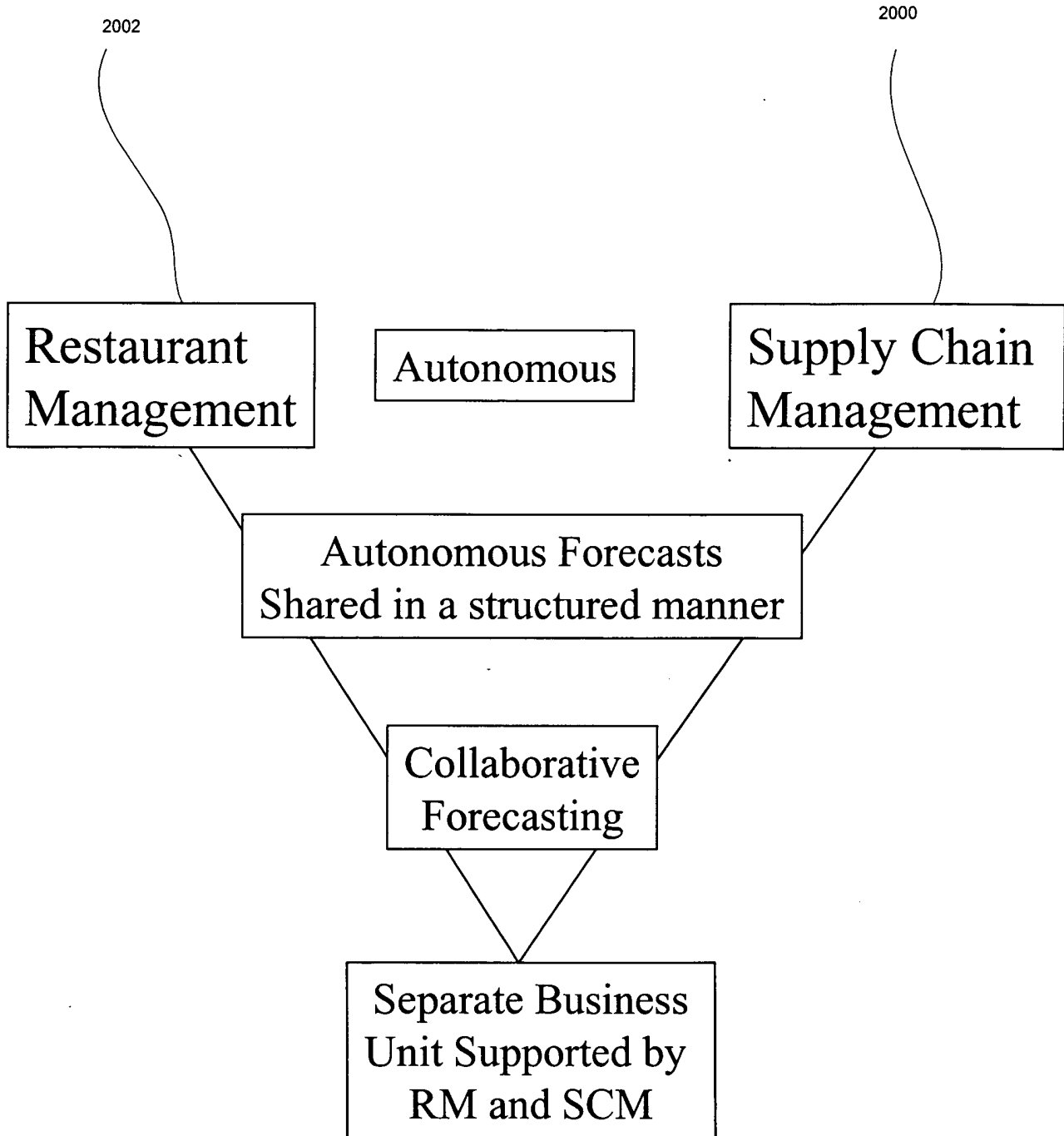


Fig. 20

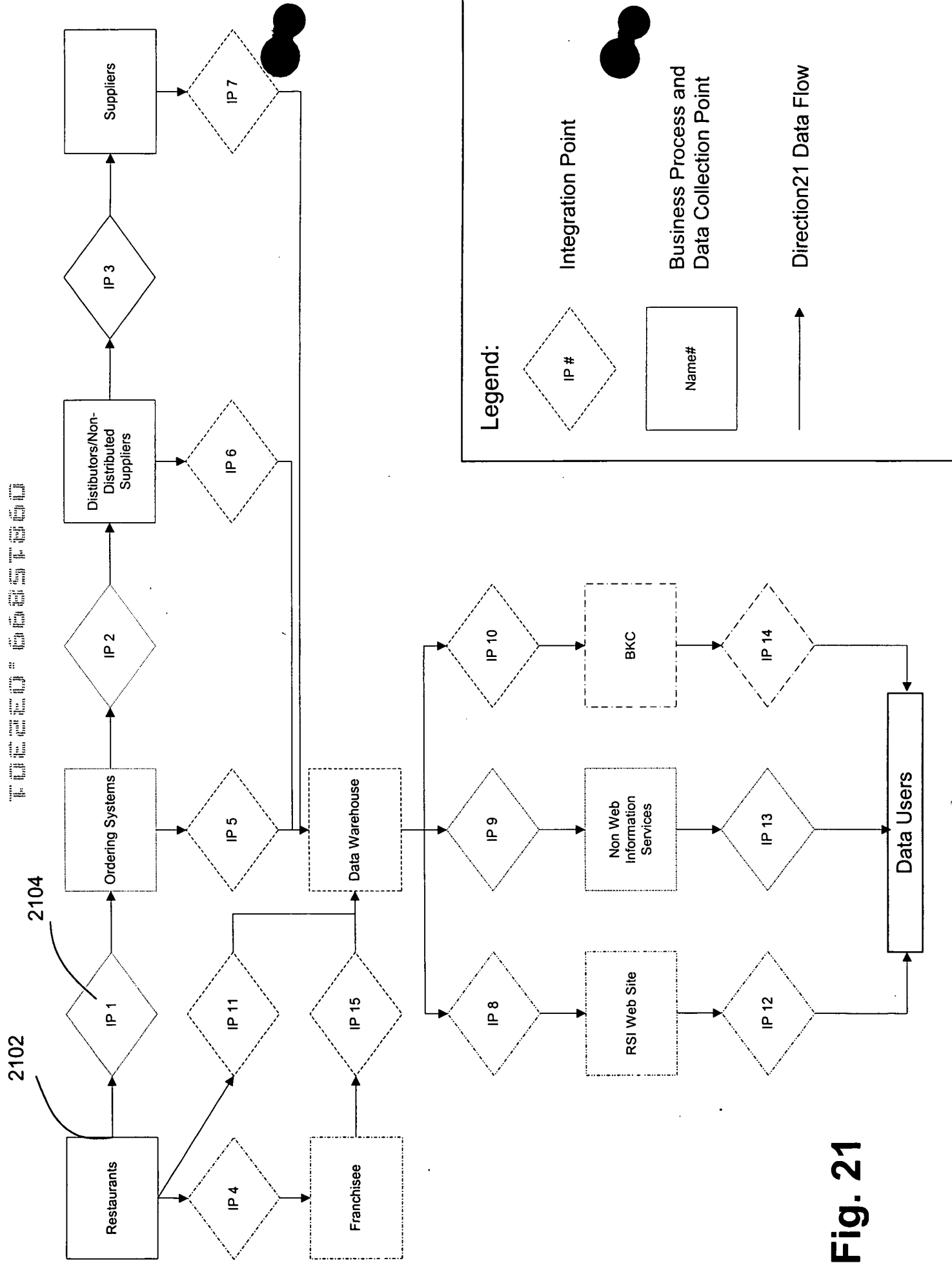


Fig. 21

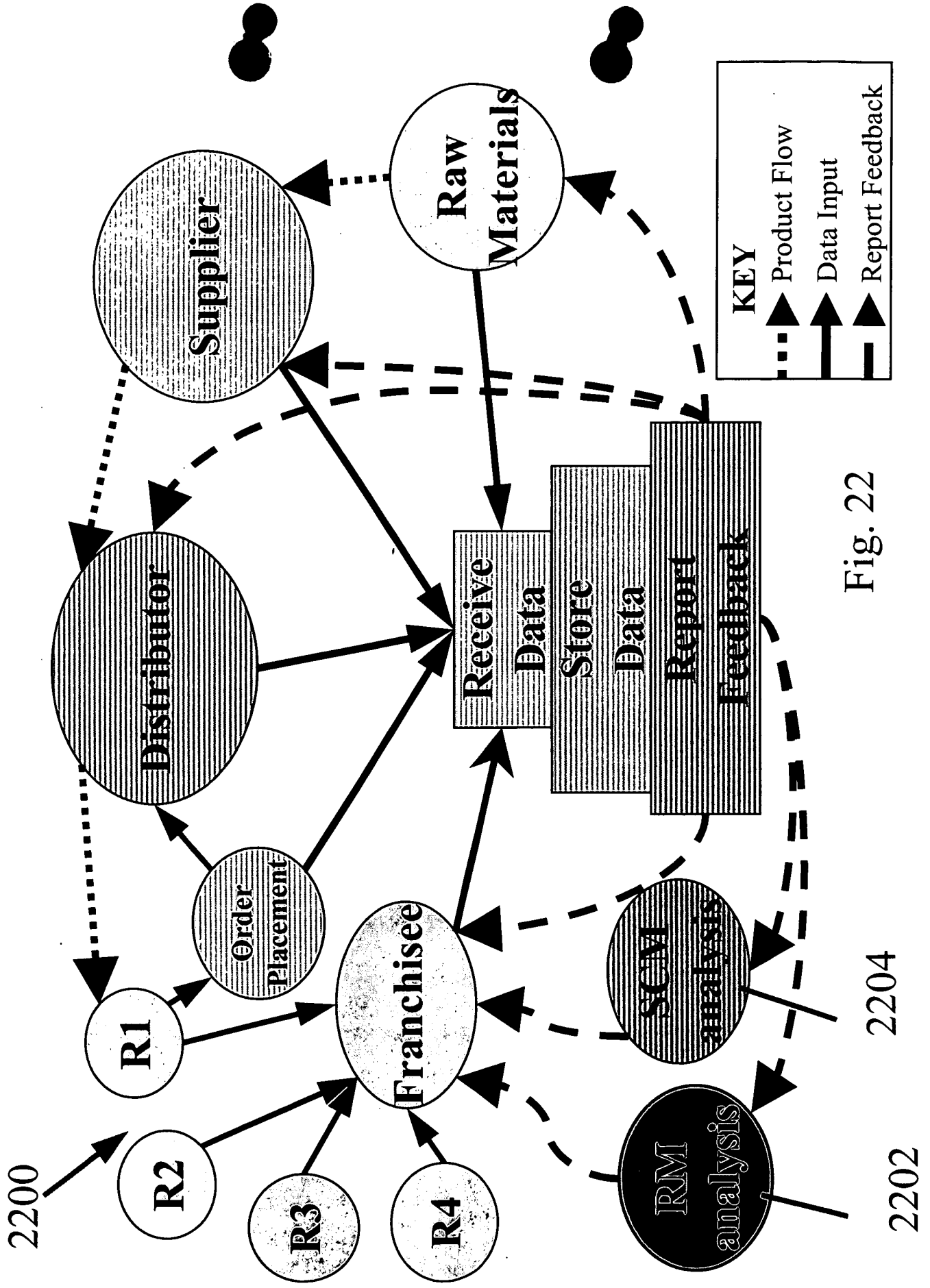
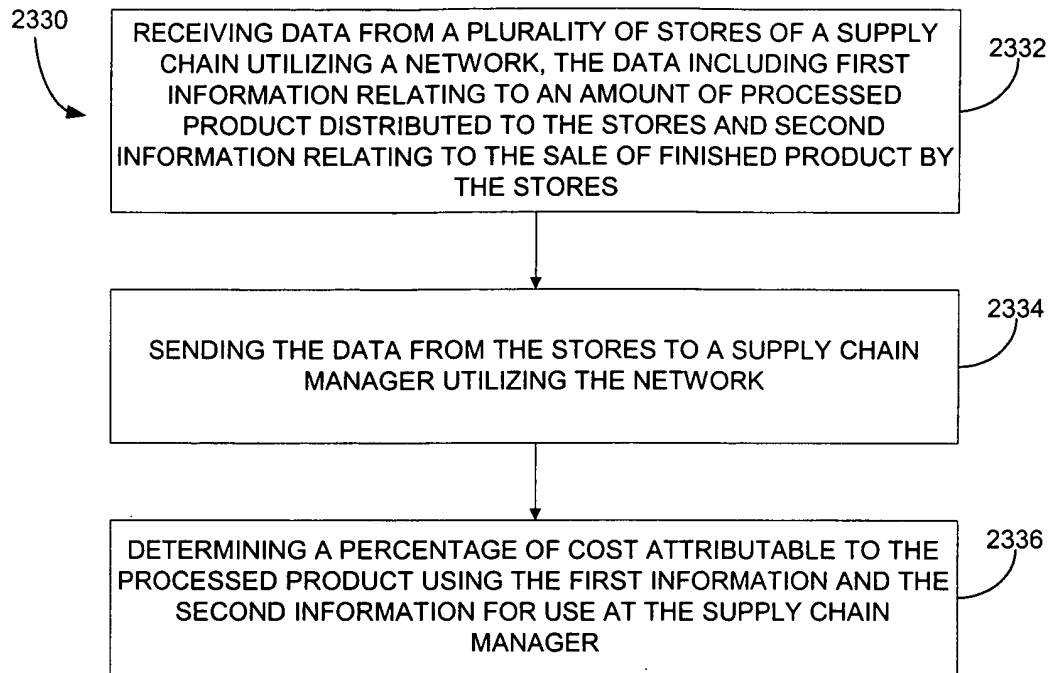


Fig. 22



**FIG. 23**



**FIG. 24**

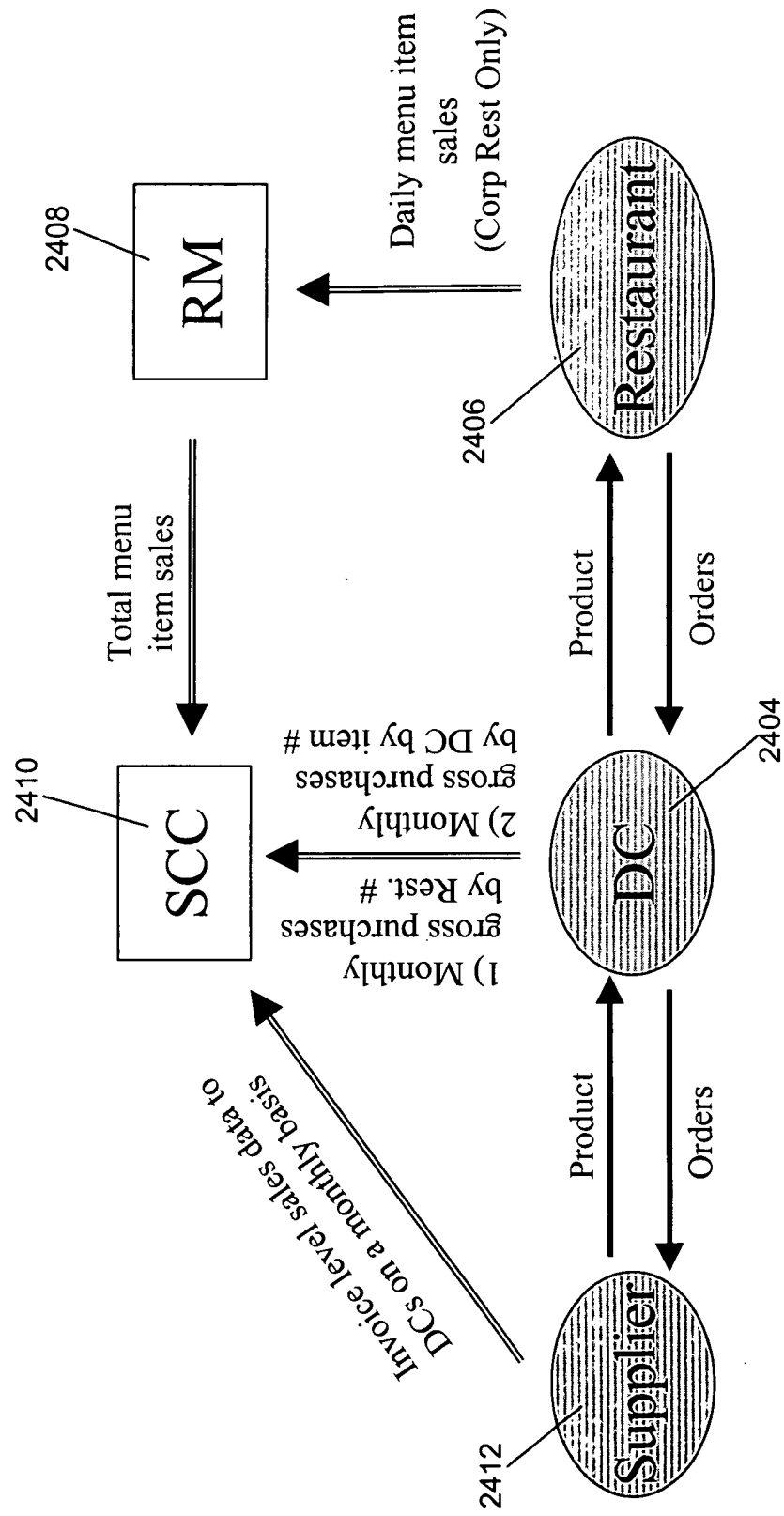
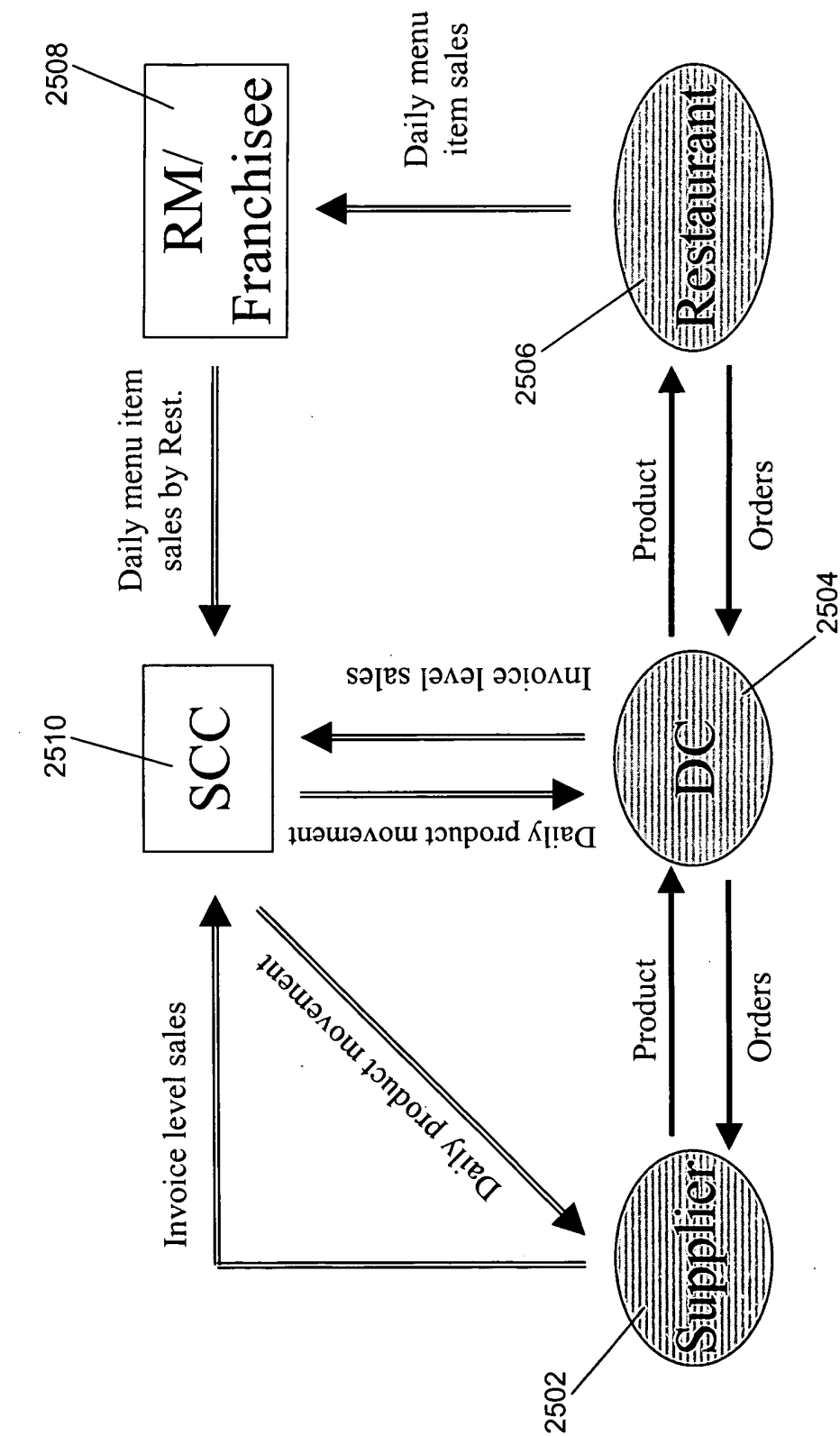
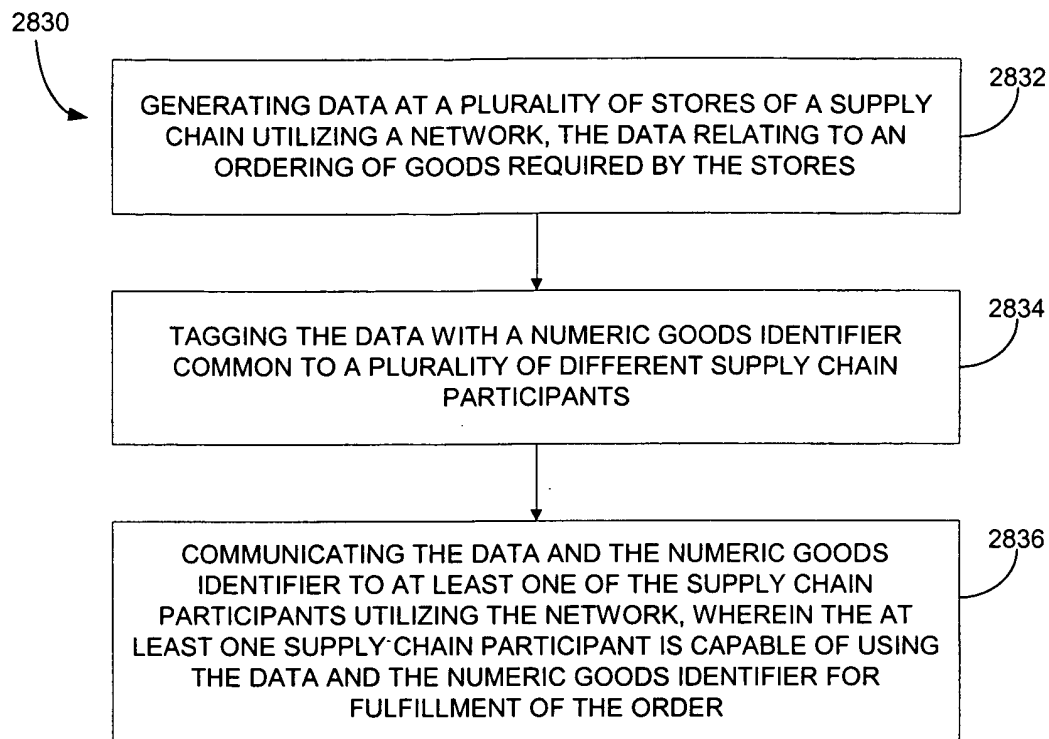


FIG. 25

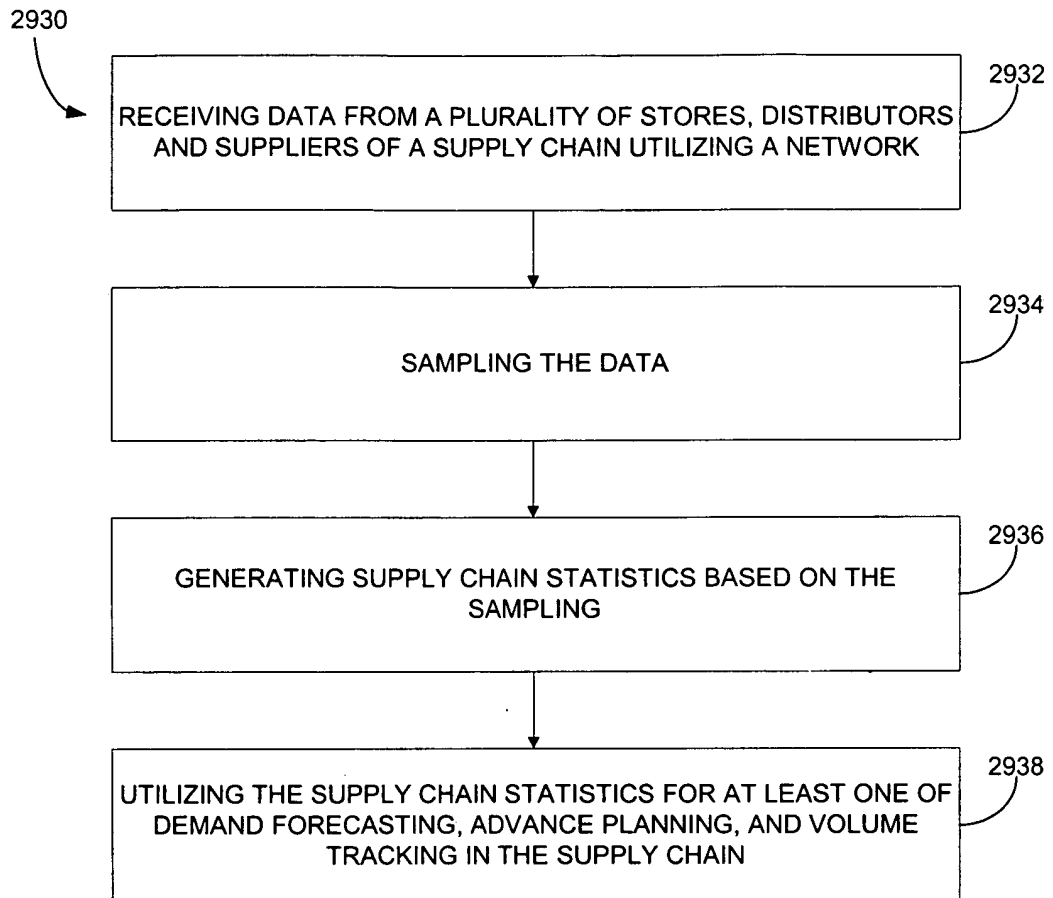








**FIG. 28**



**FIG. 29**

TABLE 6651360

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

Operations:		Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154		68	62	284		568
Percent	0.23%	0.10%	0.09%	0.43%		0.00%	0.86%

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

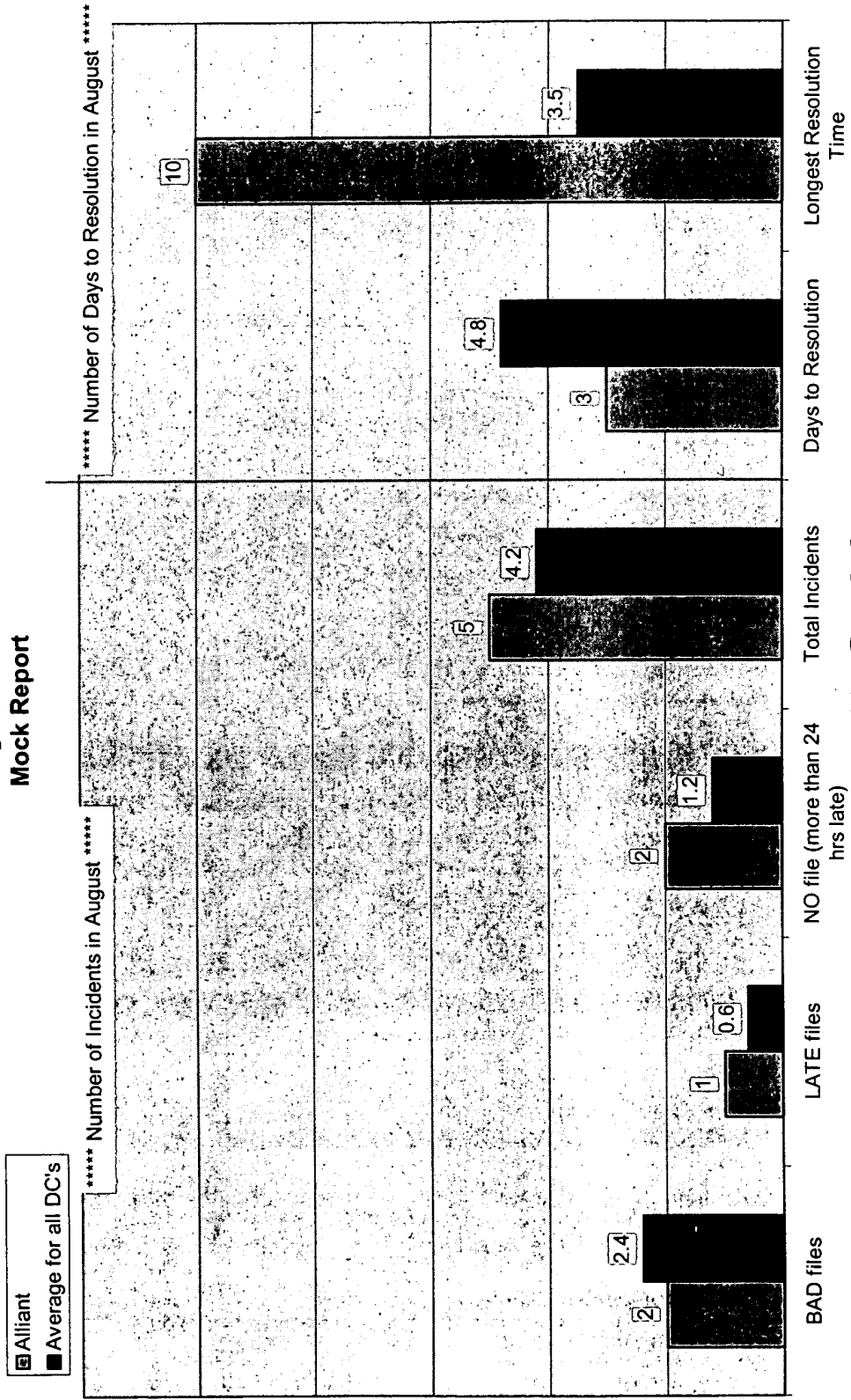
Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

3100

**Alliant - Monthly DC Data Feed Performance  
August 2000  
Mock Report**



**FIG. 31**





# Service Level Reporting August

3200

	Fill Rate	On - Time	Perfect Order
Alliant Paducah	99.14%	99.05%	
Alliant Tropaka			
Alliant Wixom	99.05%	89.71%	
King Atlanta	99.34%	92.91%	78.70%
King Jacksonville	99.45%	94.56%	80.00%
King Louisville	99.48%	94.53%	86.88%
Maines 29, Conklin	99.41%		79.25%
Maines 30, Cleveland			
Maines Long Island	99.41%		
Maines New England	99.38%		
MBM Fullerton	98.13%	82.15%	79.83%
MBM Louisville	99.11%	92.66%	#DIV/0!
MBM Orlando	99.74%	94.60%	#DIV/0!
MBM Rocky Mount	99.13%	92.46%	#DIV/0!
McCabe's	99.30%	99.72%	86.84%
McLanahan Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.	99.63%	86.04%	85.97%
PFD Supply	99.16%	90.78%	80.12%
PFG Victoria	99.42%	#DIV/0!	
PYA Monarch	99.20%	97.79%	
Reinhart Cedar Rapids	99.05%	96.05%	
Reinhart Oak Creek	99.31%	95.69%	
Reinhart Rogers	99.50%	85.19%	
Restaurants NW	99.03%	99.07%	80.47%
Shamrock Commerce City	99.54%	84.98%	85.13%
Shamrock Phoenix	98.81%	89.88%	
Sigma Harrisburg	99.69%		82.88%
Sigma Stockton	99.69%		
Sysco	99.63%	100.00%	92.47%

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK
Didn't meet RSI Min.
Didn't meet BK Min.

FIG. 32

FIG. 33

3300

XYZ Company

Aug-00

3300

**Vendor:**

**Time Period:**

**Delivery Statistics:**

DC Requested Lead-Time  
DC Adherence to Lead-Time  
Days Delivery Late  
On-Time Delivery Percentage  
Hours Delivery Late

4
95%
1.7
95%
0.93

**Invoice, Payment and Pricing:**

Days for Payment  
Monthly FOB Variance  
Monthly Freight Variance  
Monthly Total Variance

12
\$ 30,152
\$ 3,594
\$ 33,746

**Invoice Accuracy:**

Invoice Fill Rate  
PO Accepted Rate  
Perfect Order Percentage

97.25%
99.00%
92.34%

**Inventory Management:**

Average Days On Hand  
SKU #1  
SKU #2  
Max Days On Hand  
SKU #1  
SKU #2

19
22
40
32

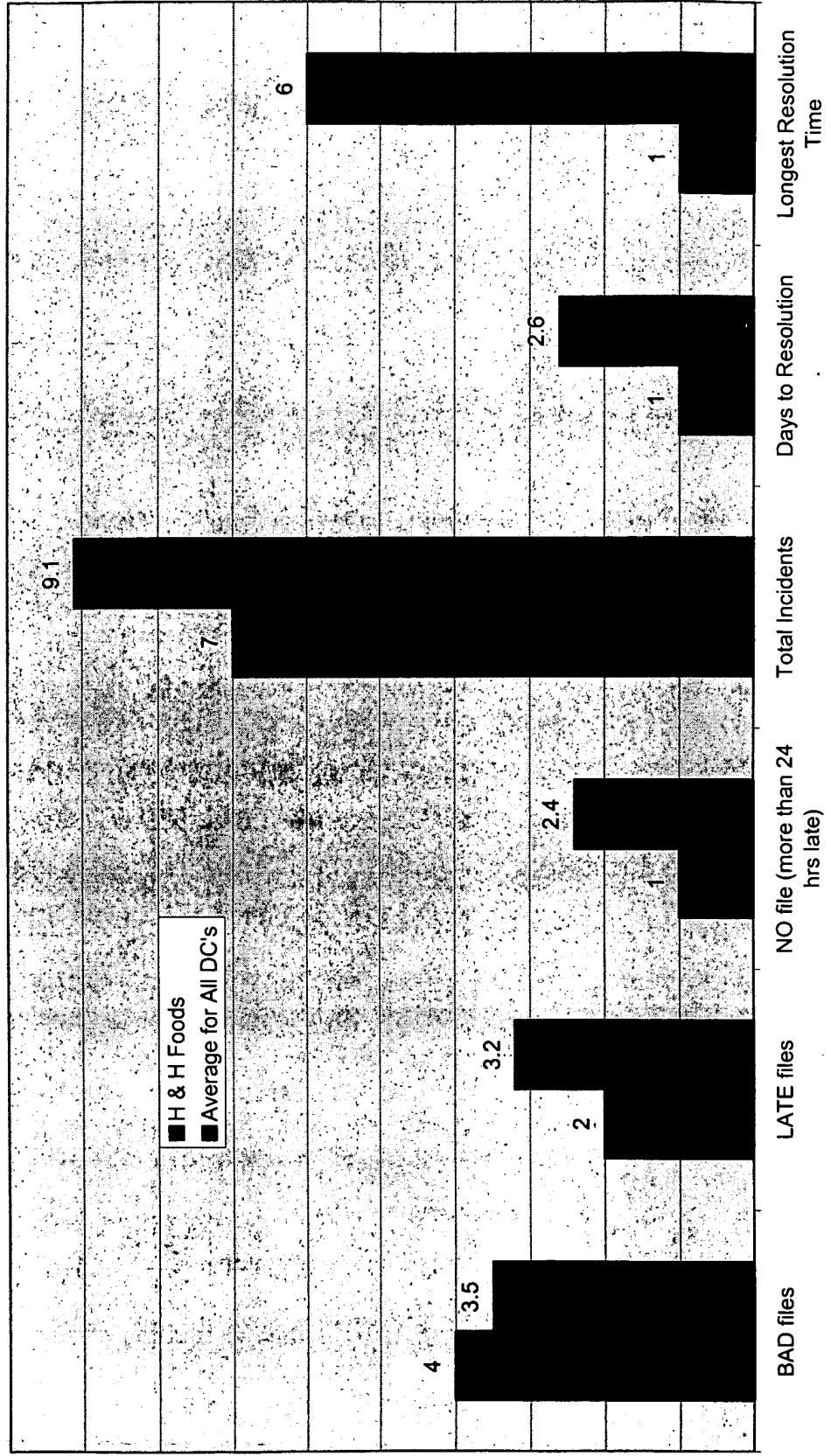
Monthly Carrying Cost  
SKU #1  
SKU #2  
Average as % FOB

\$ 42,513
\$ 12,589
1.25%

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400 ↗





3500

# FIG. 35 Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$11904		2233%
COMARK INSTRUMENTS, INC.	\$41864		
WHITEFORD FOODS, INC.	\$0	97.6%	2741%
LEPAGE/BAKERY / COUNTRY KITCHEN	\$3700		
NCR-SYSTEMEDIA	\$0	92.7%	216%
SIGNATURE MEATS GROUP	\$0		199%
SCHWEBEL'S BAKING CO.	\$0	95.1%	1150%
MAUI CUP	\$0		
MIRA PLASTICS	\$0		125%
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.			
FORT JAMES OPERATING COMPANY	\$0		1746%
FRESH ADVANTAGE, KC	\$0	98.6%	1190%
SILVER KING - MN - CORP.			
TYSON FOODS	\$0		
READY ACCESS			
GEORGIA PACIFIC TISSUE			2744%
CLOUGHERTY PACKING		94.8%	2151%
BEVERAGE - AIR	\$0	93.4%	
COMPONENT HARDWARE GROUP, INC.			2106%
COCA - COLA USA	\$0		
TOASTMASTER	\$11909	93.5%	1155%
GRANT COUNTY FOODS		96.3%	2220%
FRESH EXPRESS	\$0		
TAYLOR FARMS			1104%
MODULAR DISPENSING SYSTEM	\$0		
CENTURY PRODUCTS, LLC	\$3423		
ROSE PACKING COMPANY		93.3%	2198%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.

3600

# Mock Report/1

	FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
--	-------	--------	--------	--------	--------	--------	--------	--------	--------

## Food Cost Index

Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						

Variance  
Good/(Bad)

0.59

0.30

## Total Dollar Purchases (in Millions) /2

Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						

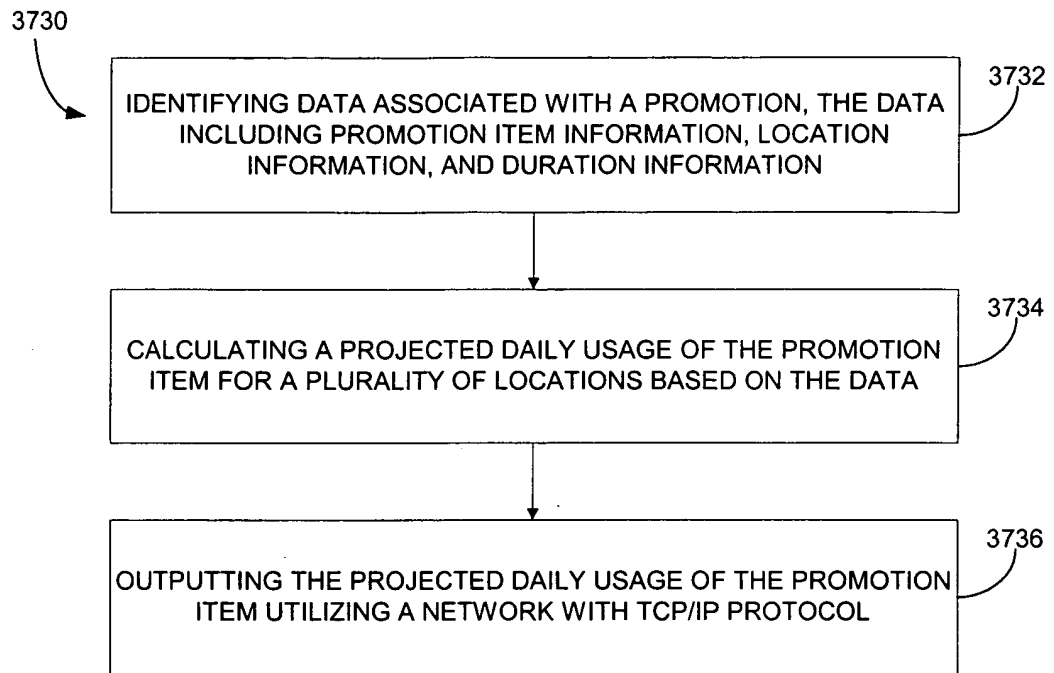
Variance  
Good/(Bad)

\$1.14  
0.6%

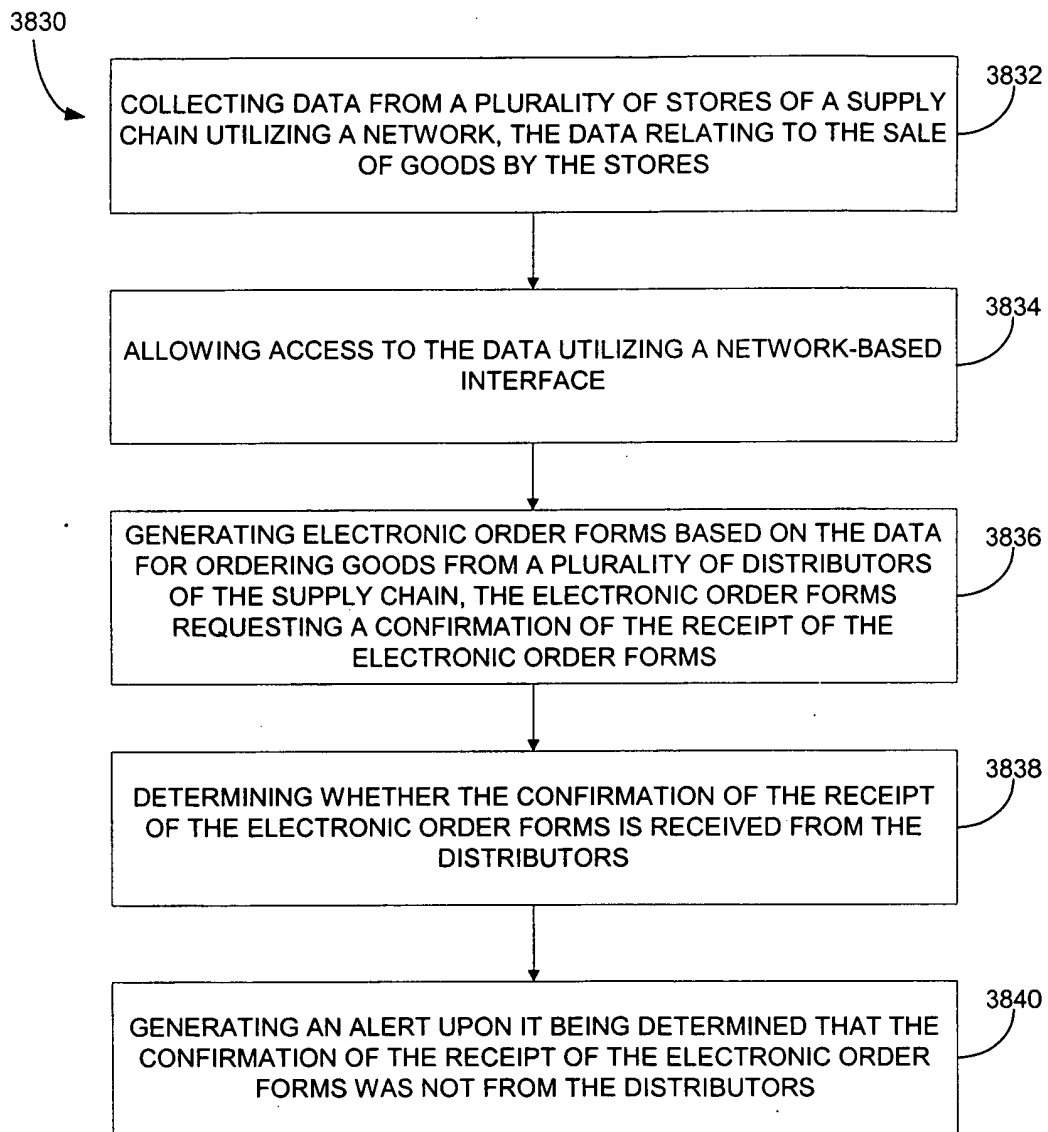
\$0.65  
0.4%

/1 Includes on food cost index items.  
/2 Based on FY 99 Sales Volumes

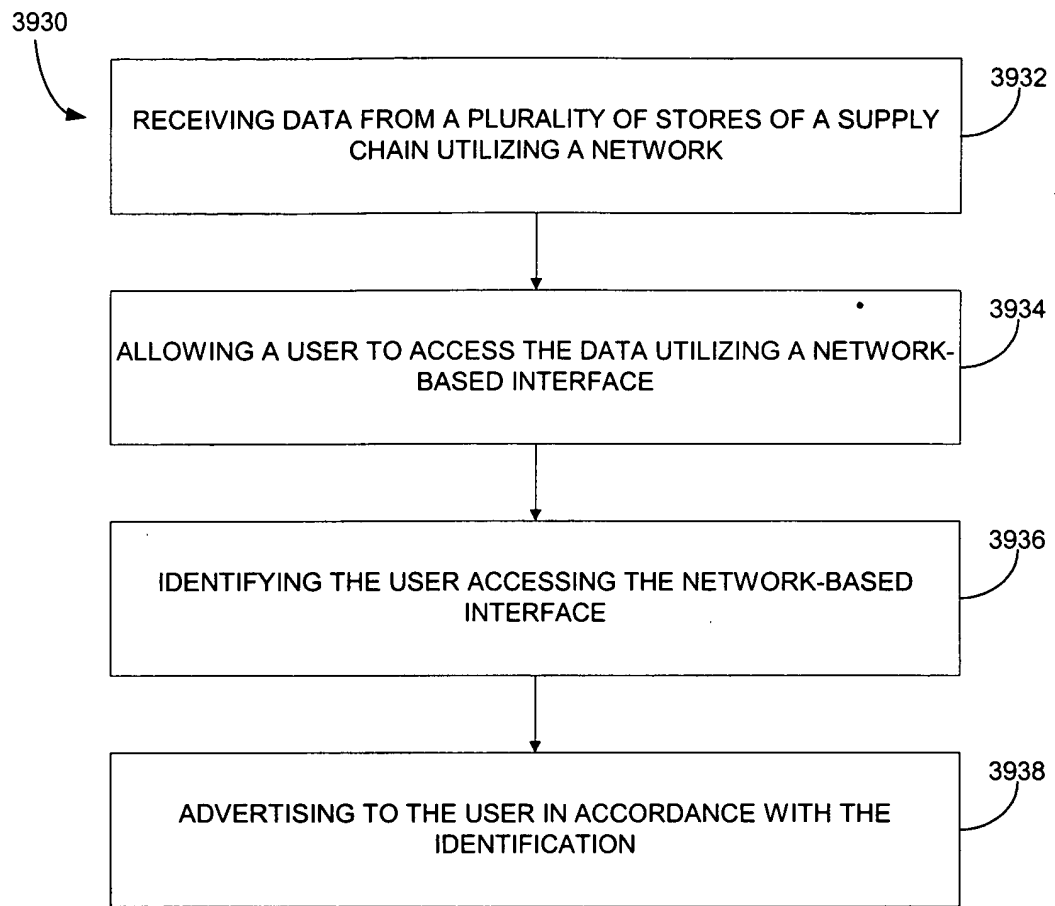
FIG. 36



**FIG. 37**

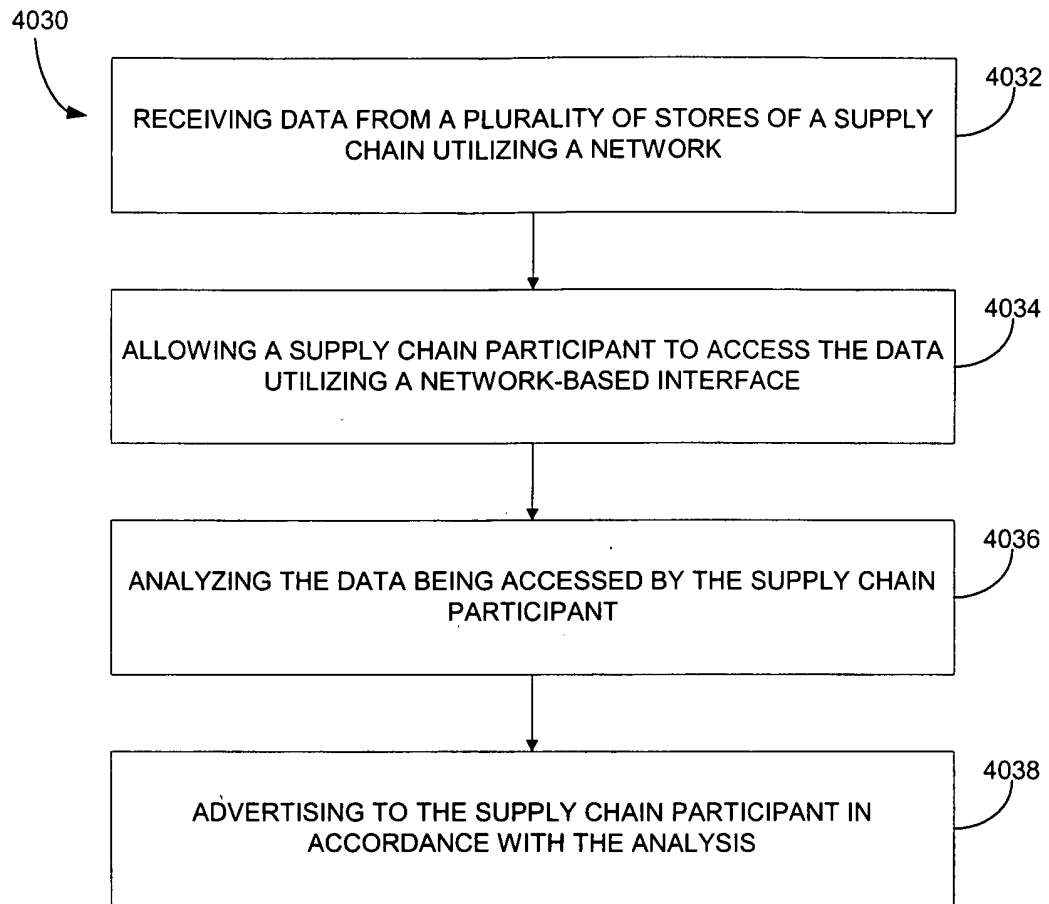


**FIG. 38**

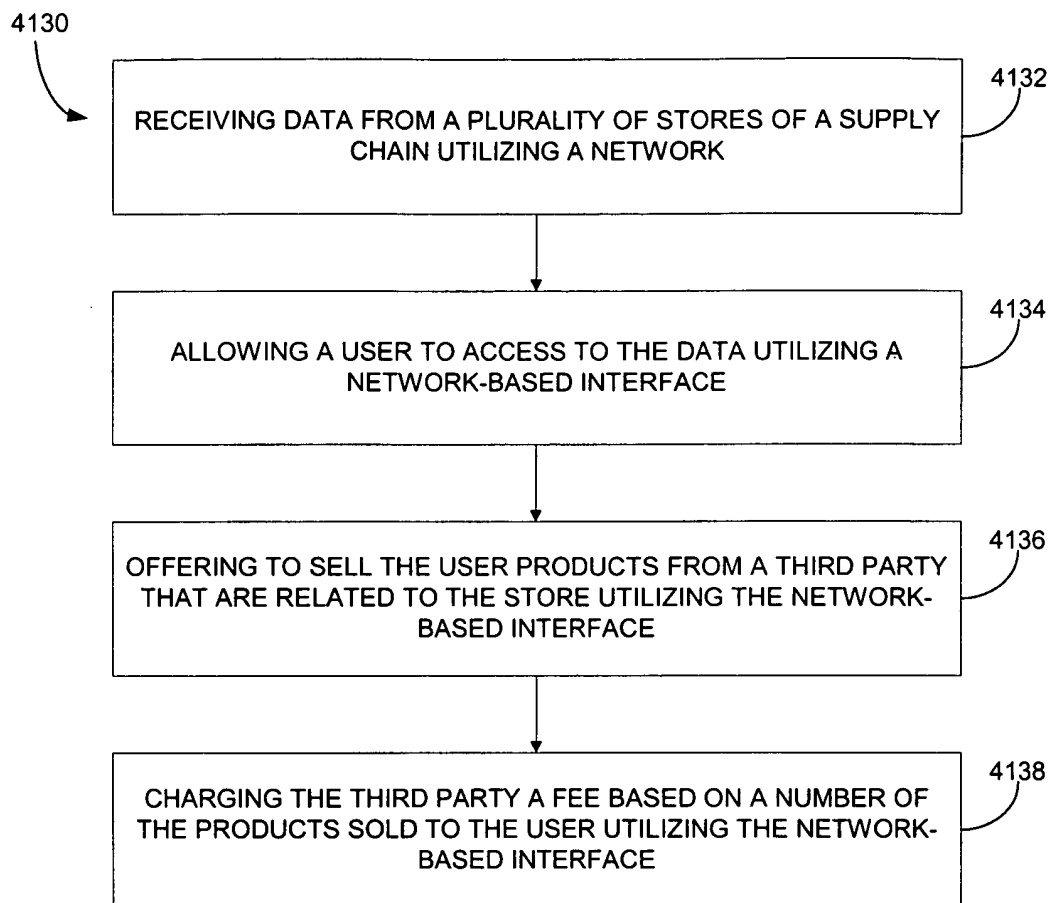


**FIG. 39**

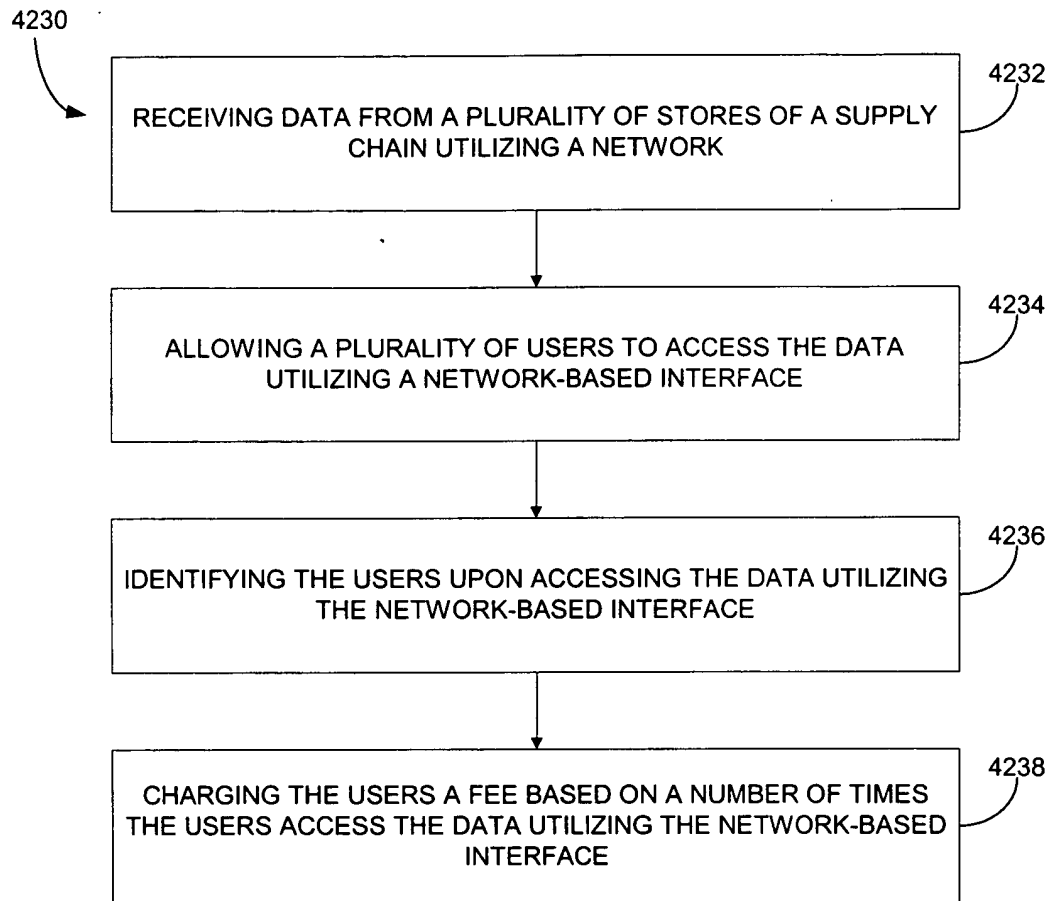




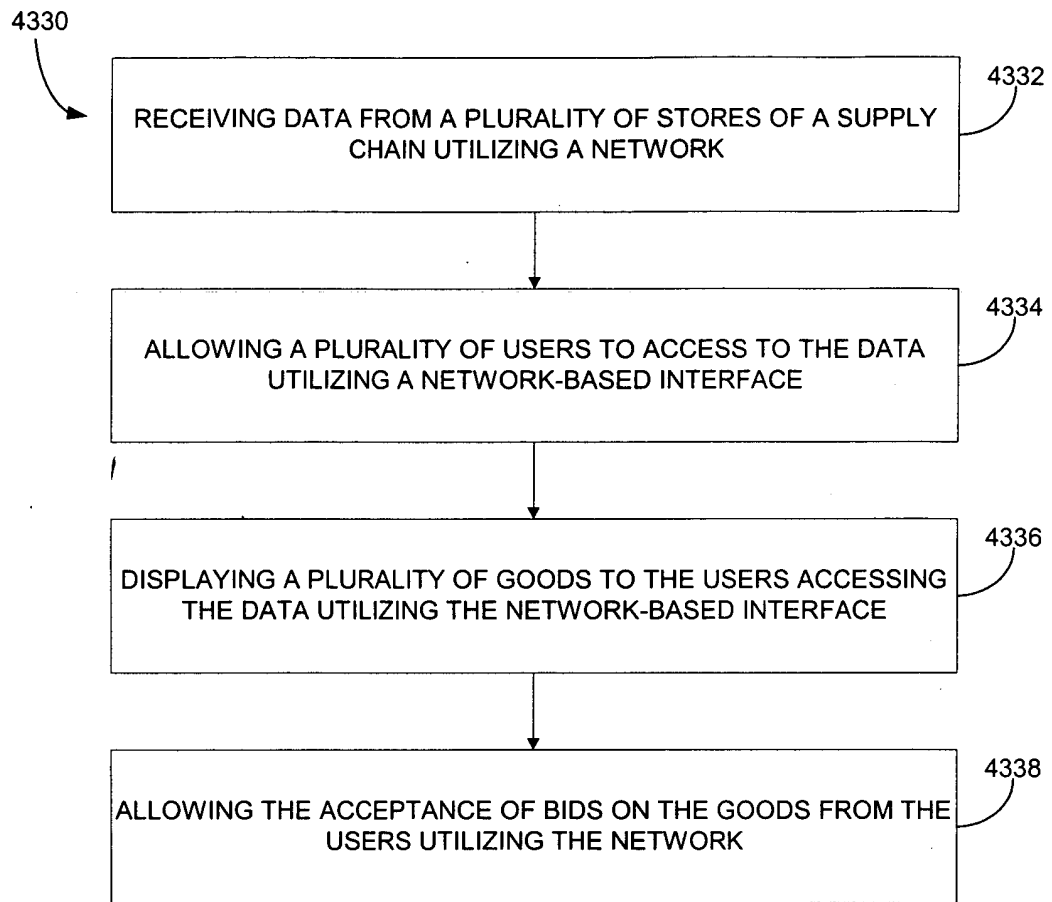
**FIG. 40**



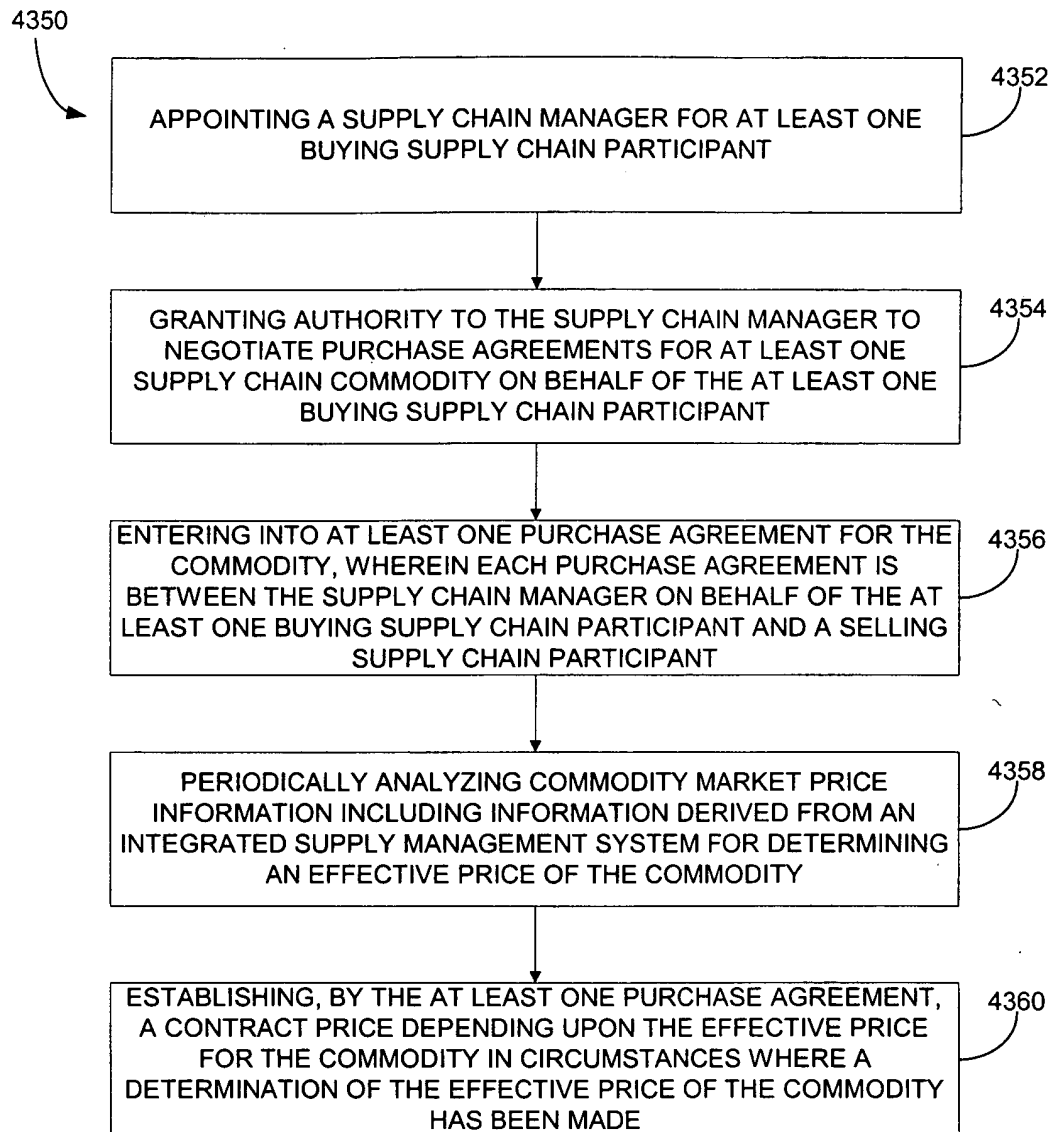
**FIG. 41**



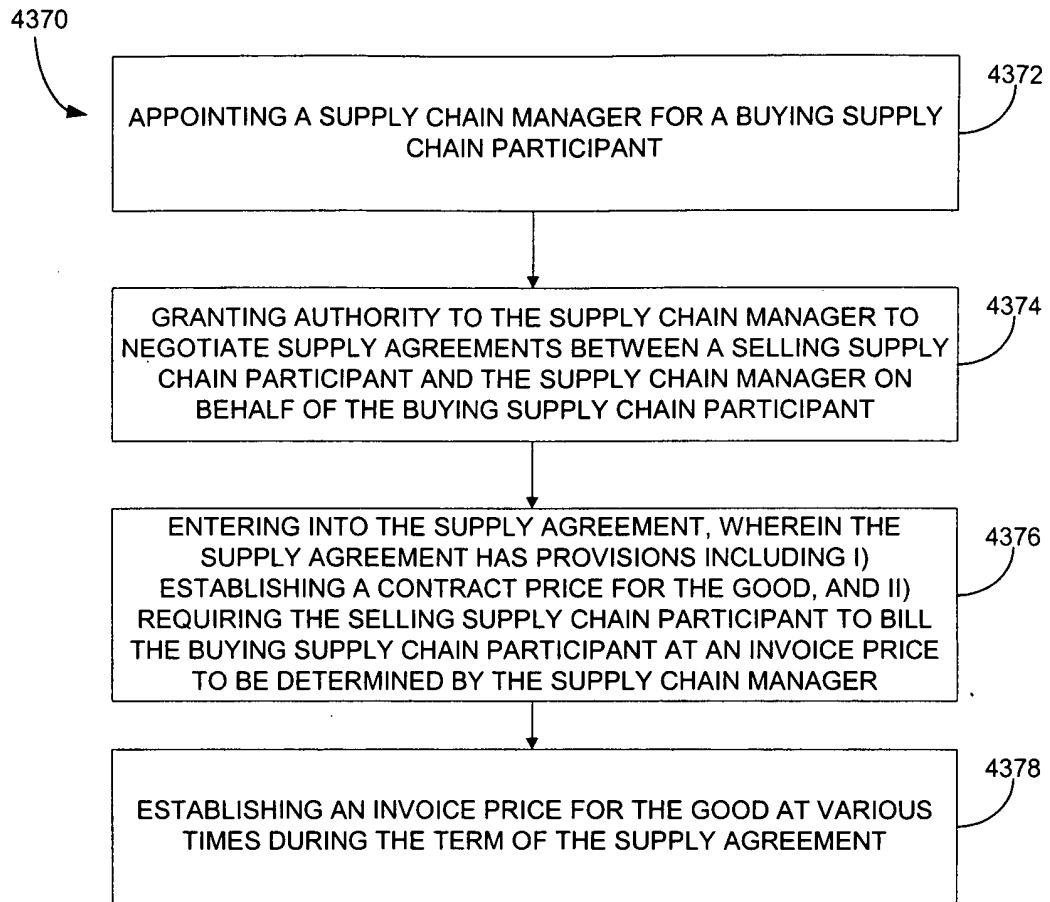
**FIG. 42**



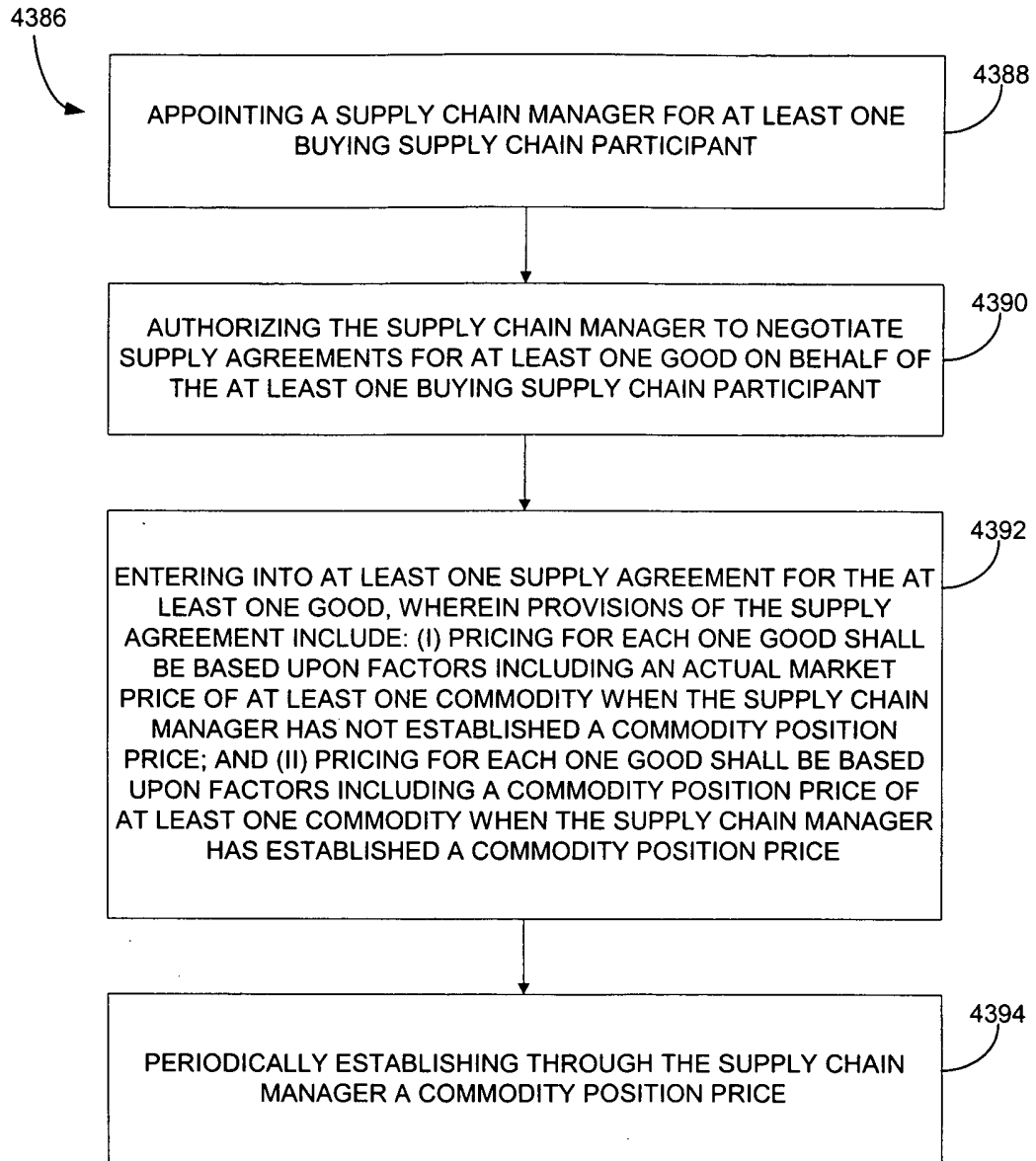
**FIG. 43A**



**FIG. 43B**



**FIG. 43C**



**FIG. 43D**

FIG. 44

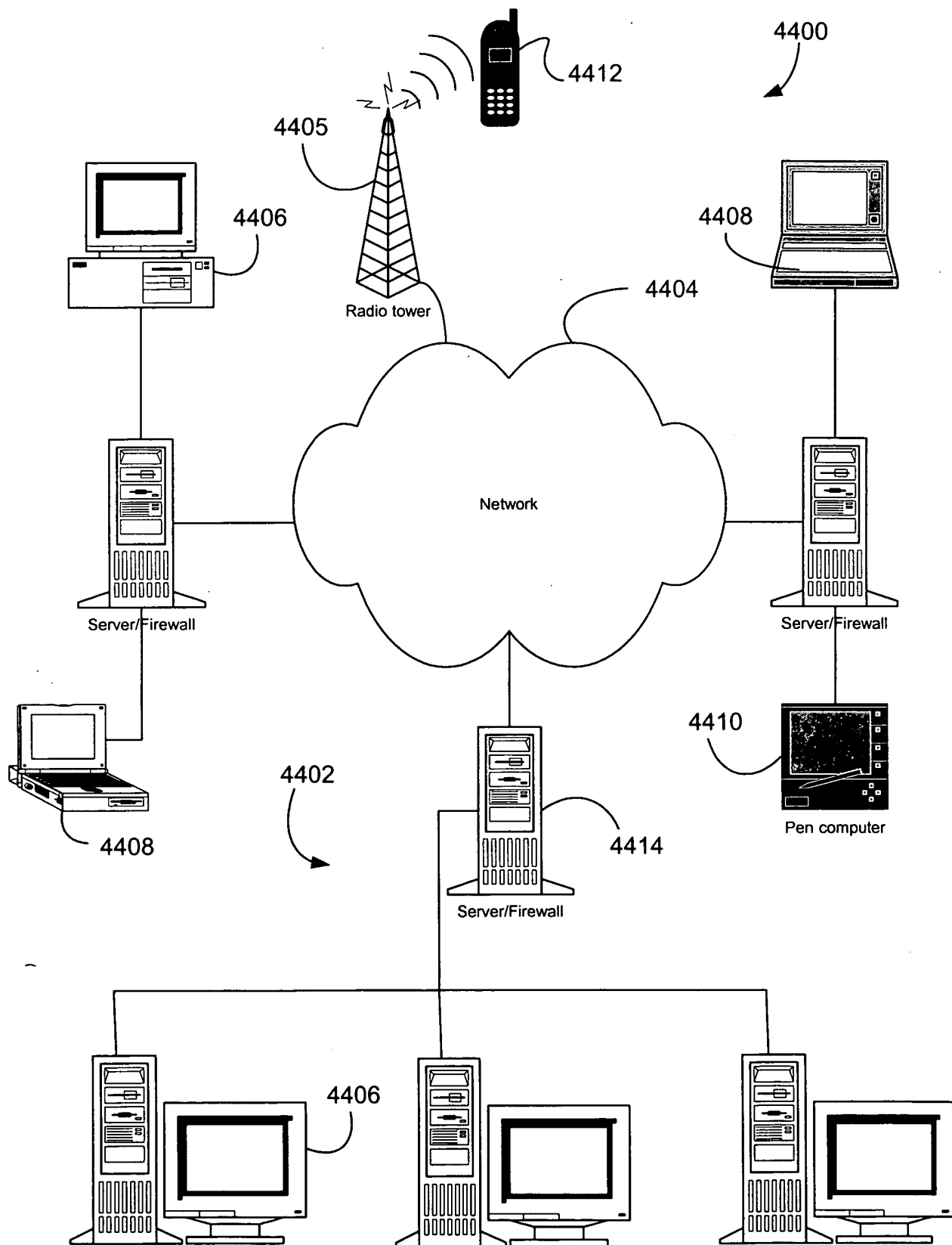


FIG. 44



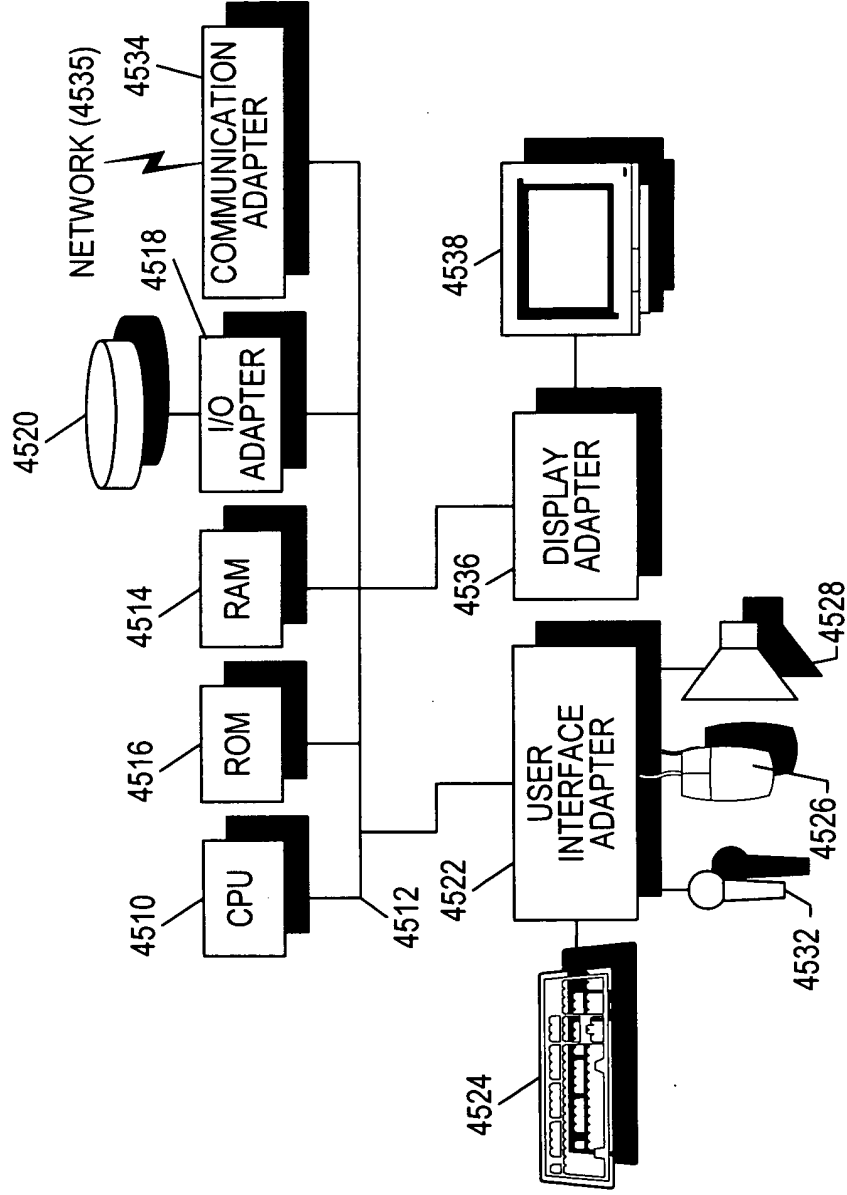
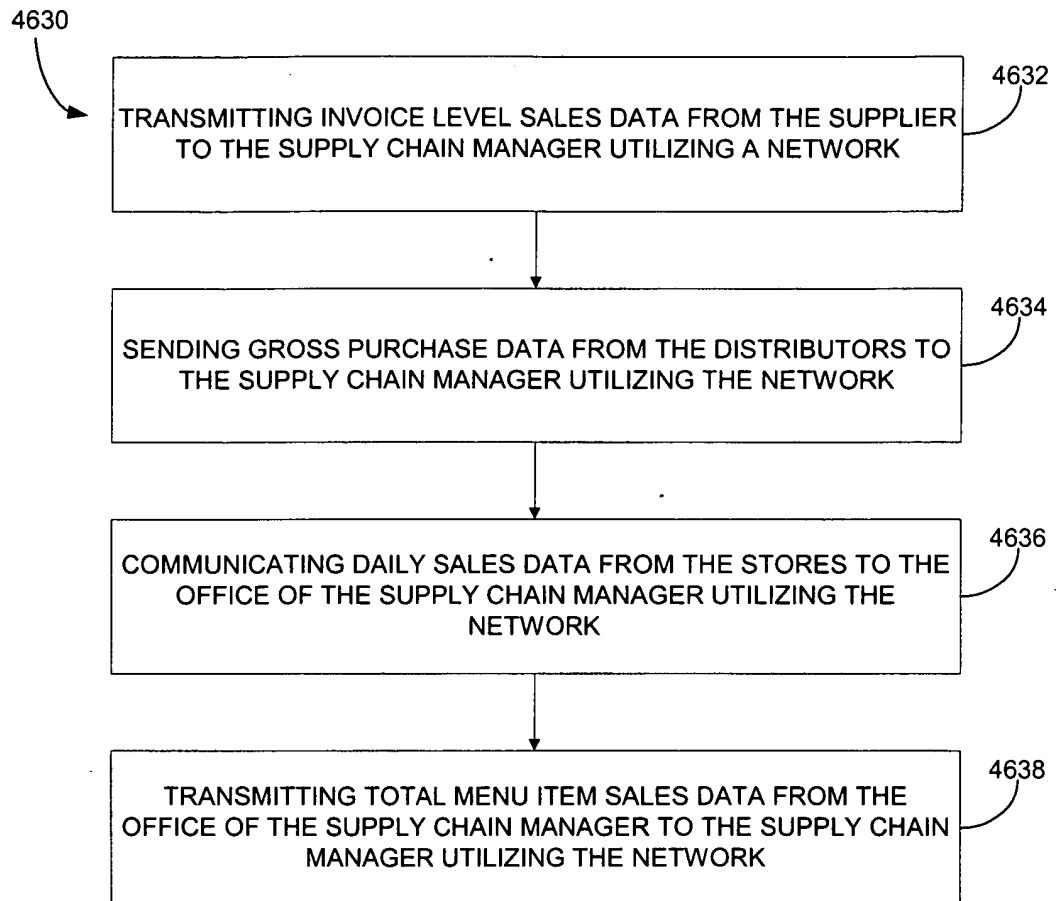
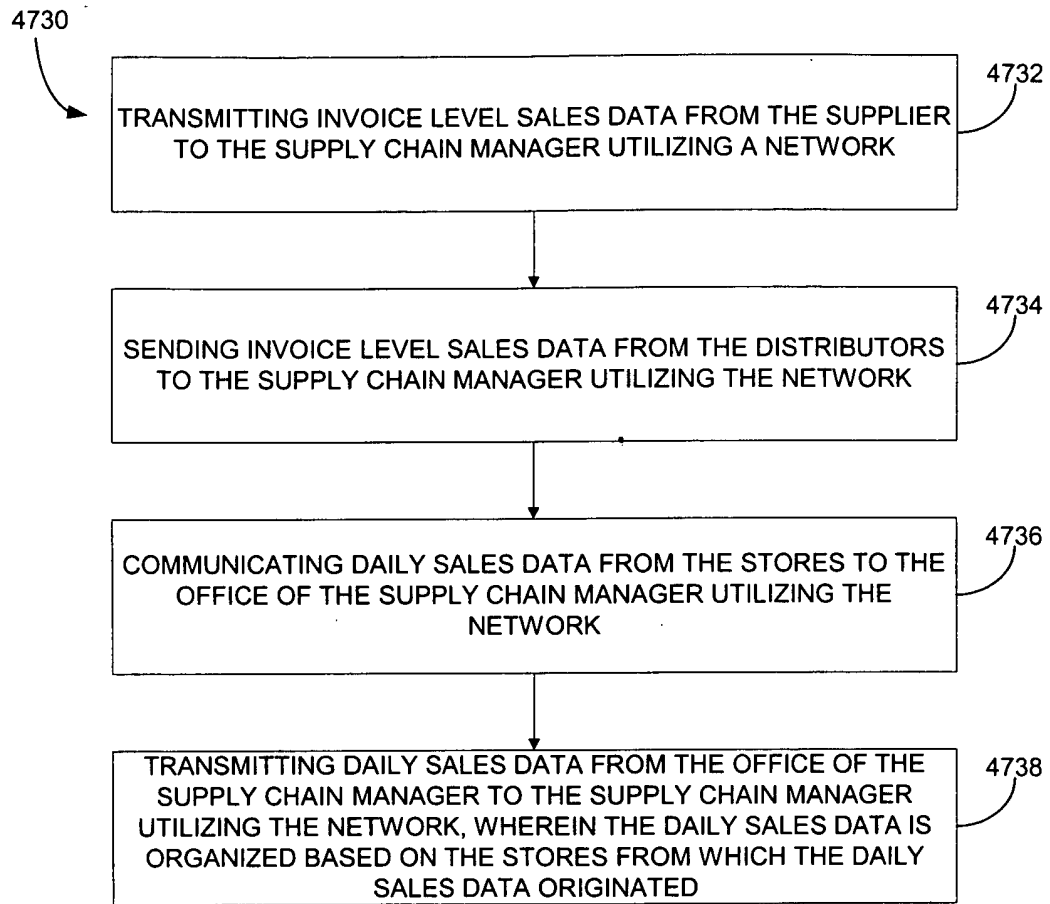


FIG. 45



**FIG. 46**



**FIG. 47**

```
graph TD; 4830 --> 4832[ALLOWING A USER TO LINK TO A PLURALITY OF RESTAURANT INTERFACES INCLUDING INFORMATION RELATING TO AT LEAST ONE DISTRIBUTOR]; 4832 --> 4834[DISPLAYING AT LEAST ONE DISTRIBUTOR LINK ON EACH RESTAURANT INTERFACE, EACH DISTRIBUTOR LINK CAPABLE OF LINKING TO A DISTRIBUTOR INTERFACE INCLUDING INFORMATION RELATING TO AT LEAST ONE SUPPLIER]; 4834 --> 4836[DEPICTING AT LEAST ONE SUPPLIER LINK ON EACH DISTRIBUTOR INTERFACE, EACH SUPPLIER LINK CAPABLE OF LINKING TO A SUPPLIER INTERFACE];
```

4830

4832 ALLOWING A USER TO LINK TO A PLURALITY OF RESTAURANT INTERFACES INCLUDING INFORMATION RELATING TO AT LEAST ONE DISTRIBUTOR

4834 DISPLAYING AT LEAST ONE DISTRIBUTOR LINK ON EACH RESTAURANT INTERFACE, EACH DISTRIBUTOR LINK CAPABLE OF LINKING TO A DISTRIBUTOR INTERFACE INCLUDING INFORMATION RELATING TO AT LEAST ONE SUPPLIER

4836 DEPICTING AT LEAST ONE SUPPLIER LINK ON EACH DISTRIBUTOR INTERFACE, EACH SUPPLIER LINK CAPABLE OF LINKING TO A SUPPLIER INTERFACE

**FIG. 48**

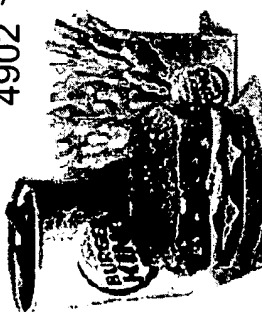
Restaurant Services, Inc. - Microsoft Internet Explorer


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[http://www.rsiweb.com/home/index.asp](#)

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4902



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Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name

Franchisee

Password

Enter Site

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About RSI

4904

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchise Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

4900

Internet

FIG. 49

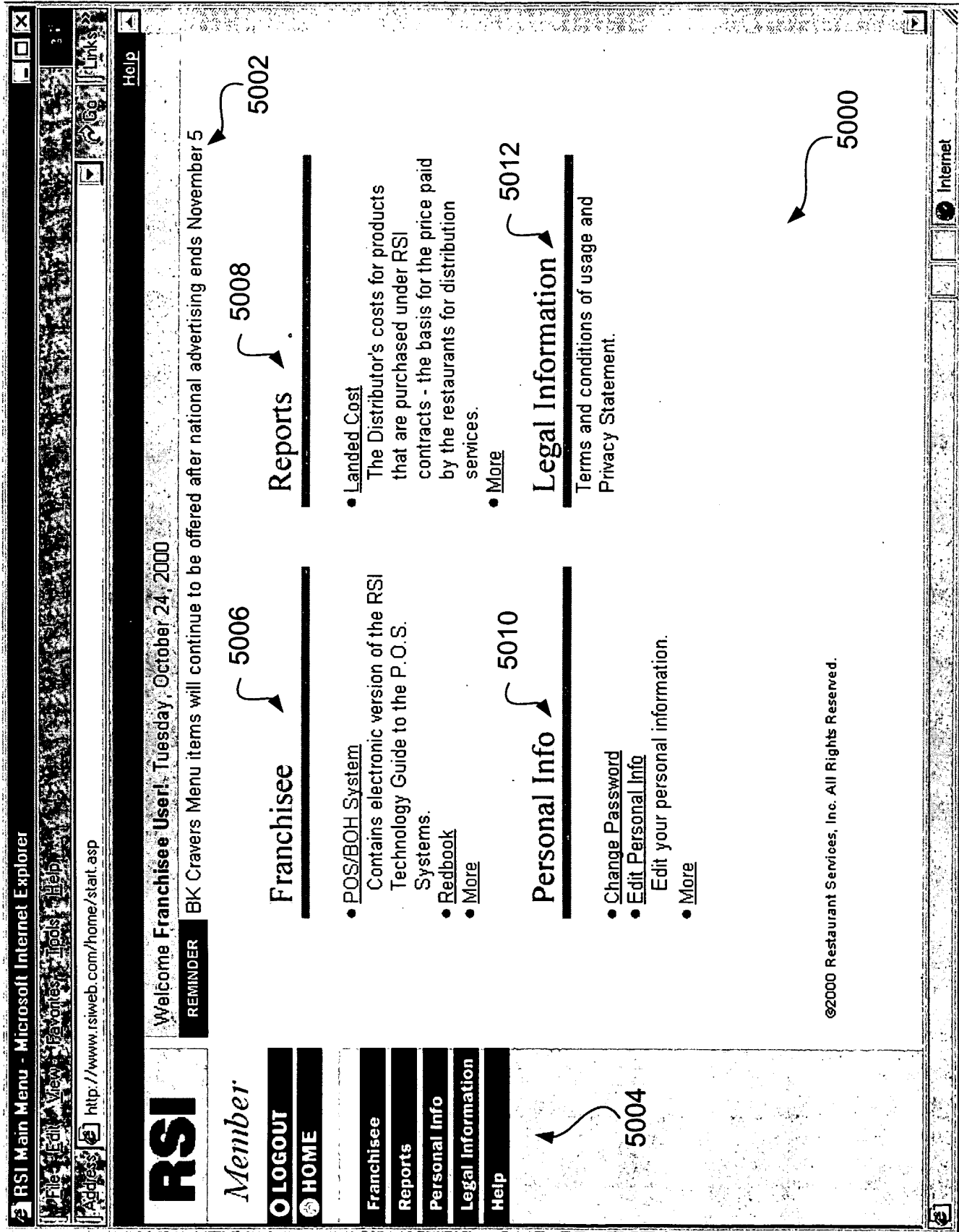
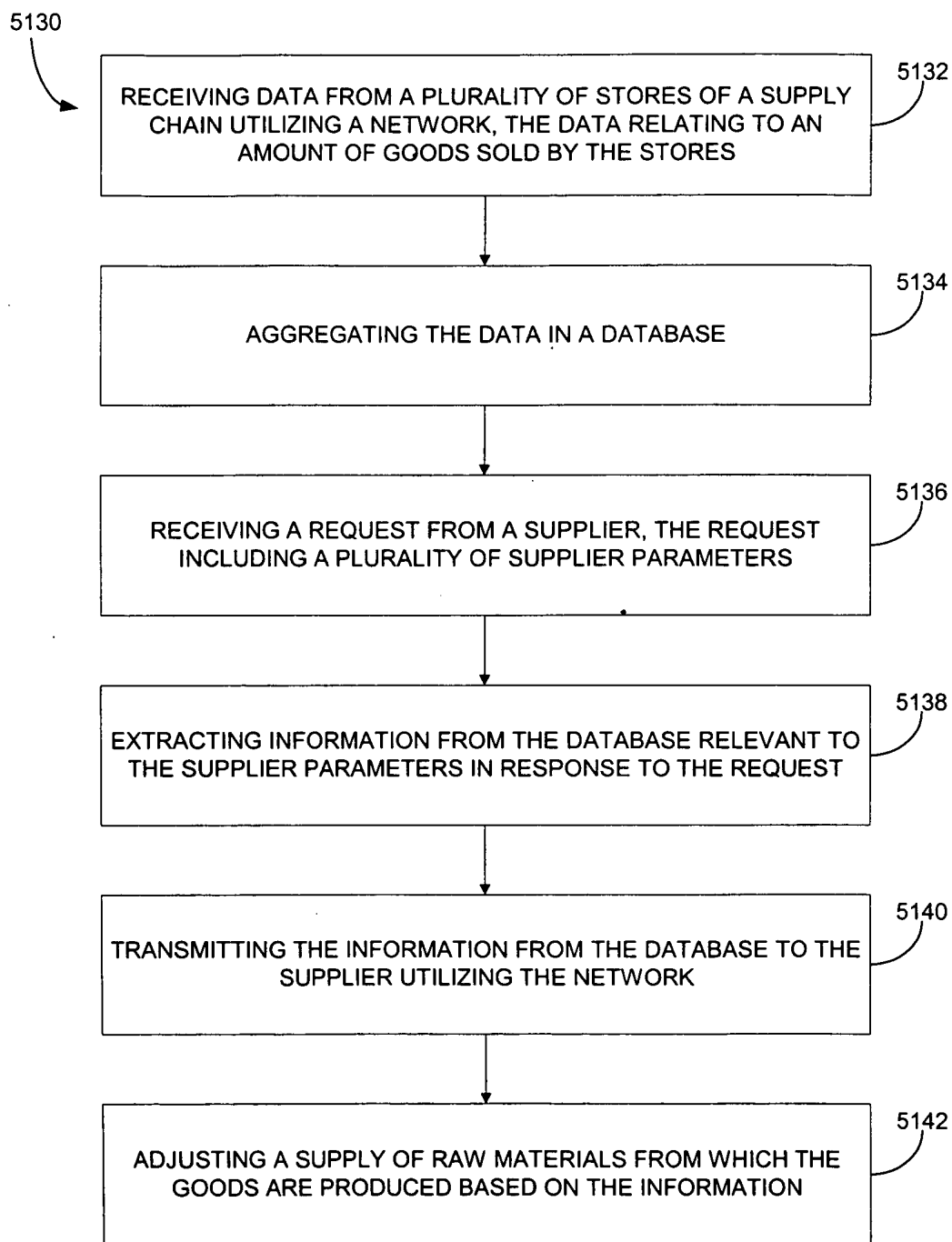
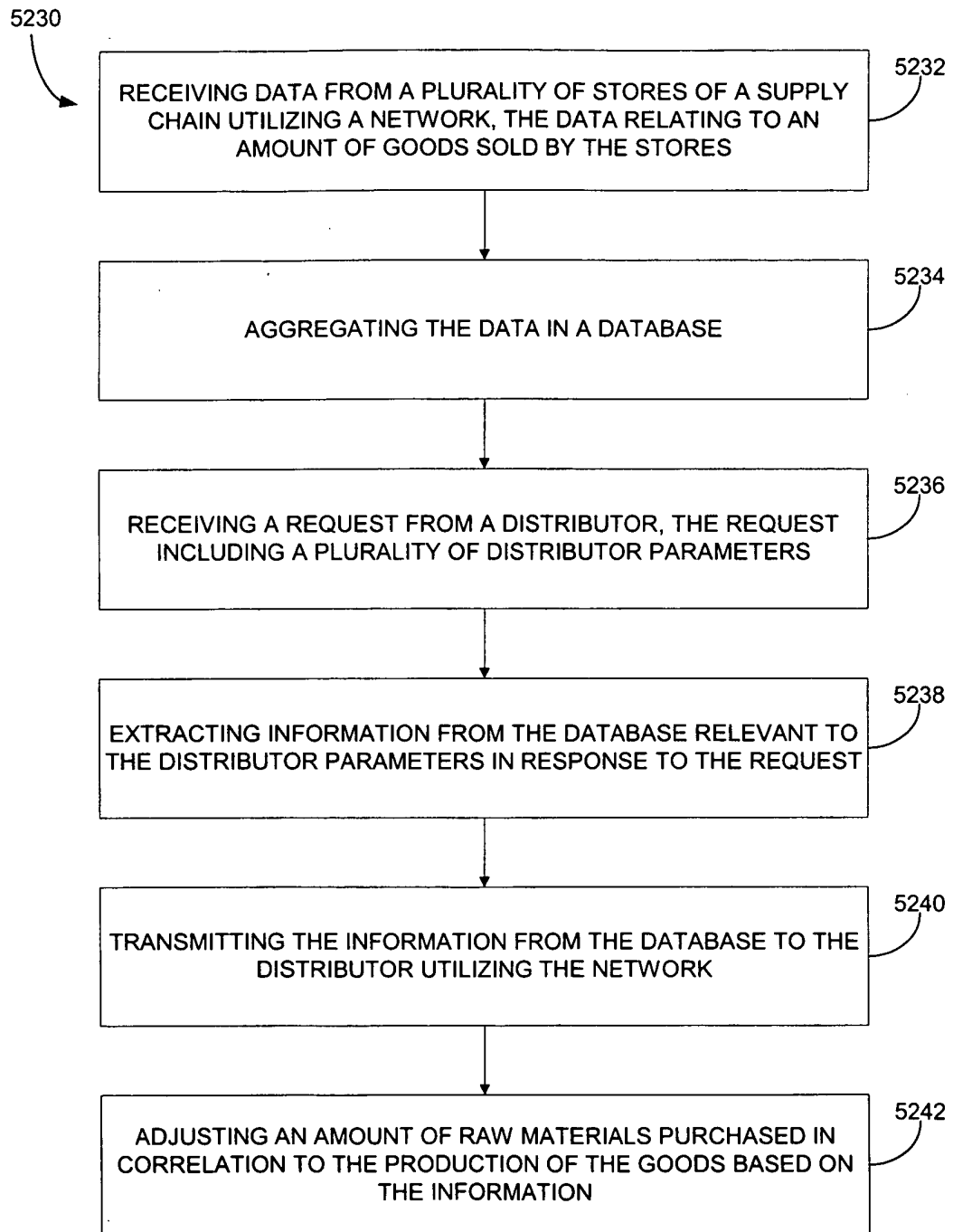


FIG. 50



**FIG. 51**



**FIG. 52**



Printer Friendly Version

**POS Implied Daily Usage - Distributor  
Tuesday, October 24, 2000**

Distribution Company: REINHART FOODSERVICE

Distribution Center: REINHART - CEDAR RAPIDS, IA

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DC Item No		Item Description	% Chg 14 Day Avg	14 Day Rolling (Total Cases)														Week Ending Total			
				10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/2	9/25	9/18
Number of Restaurants Served by DC				200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	197
18988	SAUCE: BBQ BULK BULLSEYE	0.00%	13	21	23	18	16	16	14	14	21	21	15	13	13	109	98	80	72		
20788	MUSTARD: BULK BK	0.00%	12	19	20	18	14	14	13	14	19	19	16	15	14	110	104	104	100		
24940	MAYONNAISE: BULK BK	0.00%	134	197	211	173	156	154	163	160	200	208	175	165	151	1184	1146	1142	1109		
24988	STRAW: WRAPPED 7.75" BK	0.00%	21	33	34	27	25	24	24	24	34	33	27	24	24	189	179	188	178		
25318	FORK: WRAPPED BULK BK	0.00%	10	11	12	10	9	8	9	11	12	11	10	9	9	70	71	58	58		
25462	KNIFE: WRAPPED BULK BK	0.00%	3	3	3	3	2	2	2	3	3	3	3	2	2	18	15	8	9		
27692	KETCHUP: BULK BAG IN BOX	0.00%	86	134	142	115	104	102	101	100	136	139	115	106	102	796	771	776	743		
27690	KETCHUP: PACKETS 10g BK	0.00%	127	194	205	180	143	142	139	144	197	197	160	142	140	1112	1070	1078	1044		

**FIG. 53**

**RSI***Distributor***LOGOUT****HOME****Reports****Personal Info****Legal Information****Help**[Printer Friendly Version](#)

## REINHART - CEDAR RAPIDS, IA

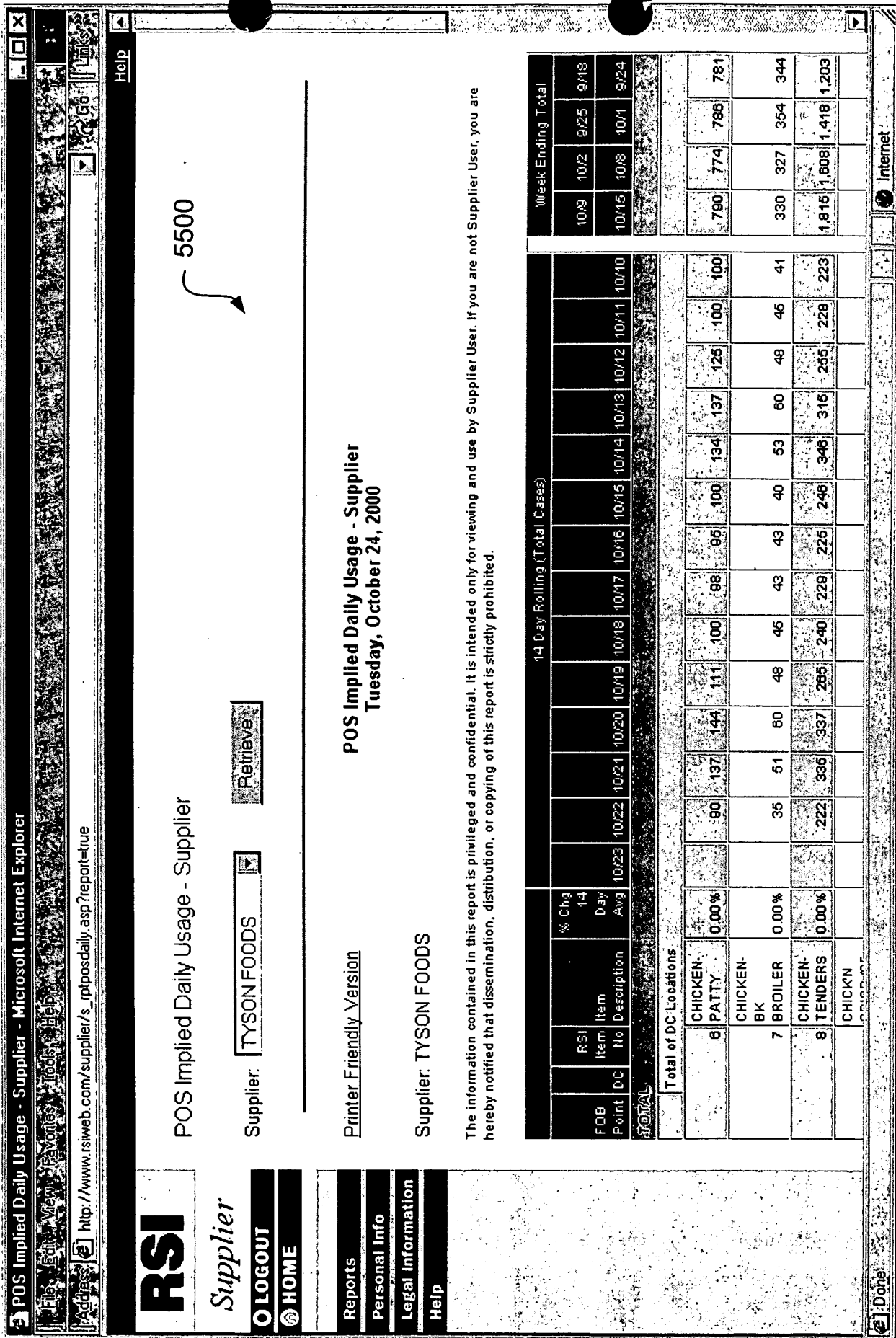
### Local Promotion Summary by DC

Tuesday, October 24, 2000

5400

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Local Promotion Option	ADI	Start Date	Projected City Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	5/1/00	85	99	8	
	Davenport-RI-Moline, IA	6/1/00	85	32	17	
	Des Moines-Ames, IA	7/10/00	85	17	28	
	Omaha, NE	7/10/00	85	17	50	
	Peoria, IL	6/1/00	85	99	17	
	Sioux City, IA	6/26/00	85	99	10	
	Springfield-Decatur-Chmpg, IL	6/1/00	85	99	1	
32 oz. Motor Cup Total					131	
Big King	Cedar Rapids-Waterloo-Dubuq, IA	4/15/00		99	19	
	Davenport-RI-Moline, IA	4/15/00		99	17	
	Ottumwa-Kirkville, IA	4/15/00		99	3	
Big King Total					39	
Pancake Minis	Chicago, IL	5/15/00	20	99	8	
	Peoria, IL	5/1/00	20	99	17	
	Sioux City, IA	4/15/00	20	99	10	
Pancake Minis Total					35	



**FIG. 55**

**RSI**

Member

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## Landed Cost Report

5600

Restaurant Number: 0003473

Date: 10/22/00

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### Printer Friendly Version Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris

Contact Number: 305-529-3409

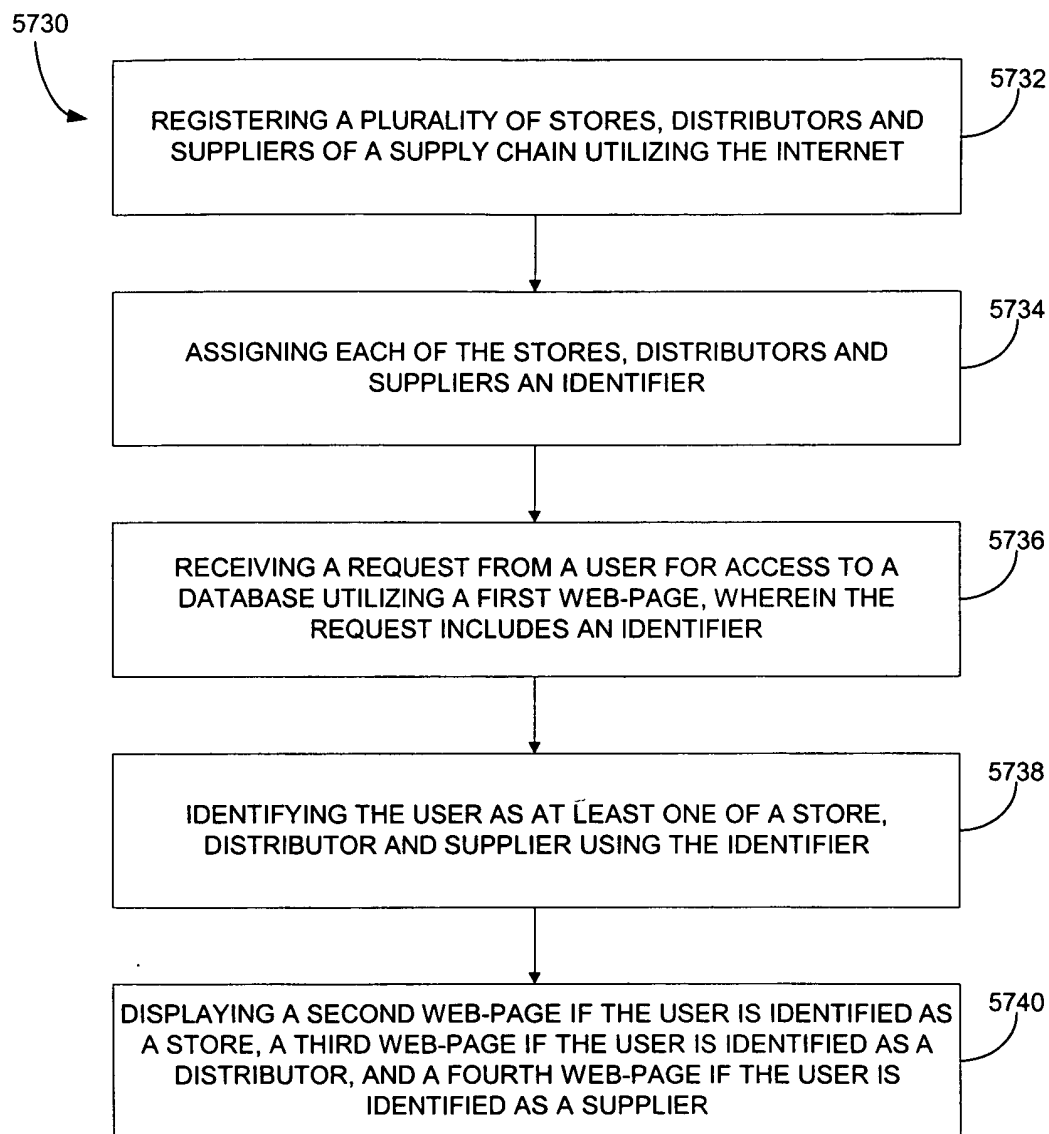
The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4439	REGISTER TAPE-THERMAL 2.25" X 165'	\$21.27	\$1.57	\$22.84
12860	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18986	369	SAUCE-BULK-KRAFTBULLSEYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20768	67	MUSTARD-BULK3GAL	\$6.46	\$1.57	\$8.02
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	66	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24500	4270	WATER-ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98

Done

Internet

FIG. 56



**FIG. 57**

FIG. 58

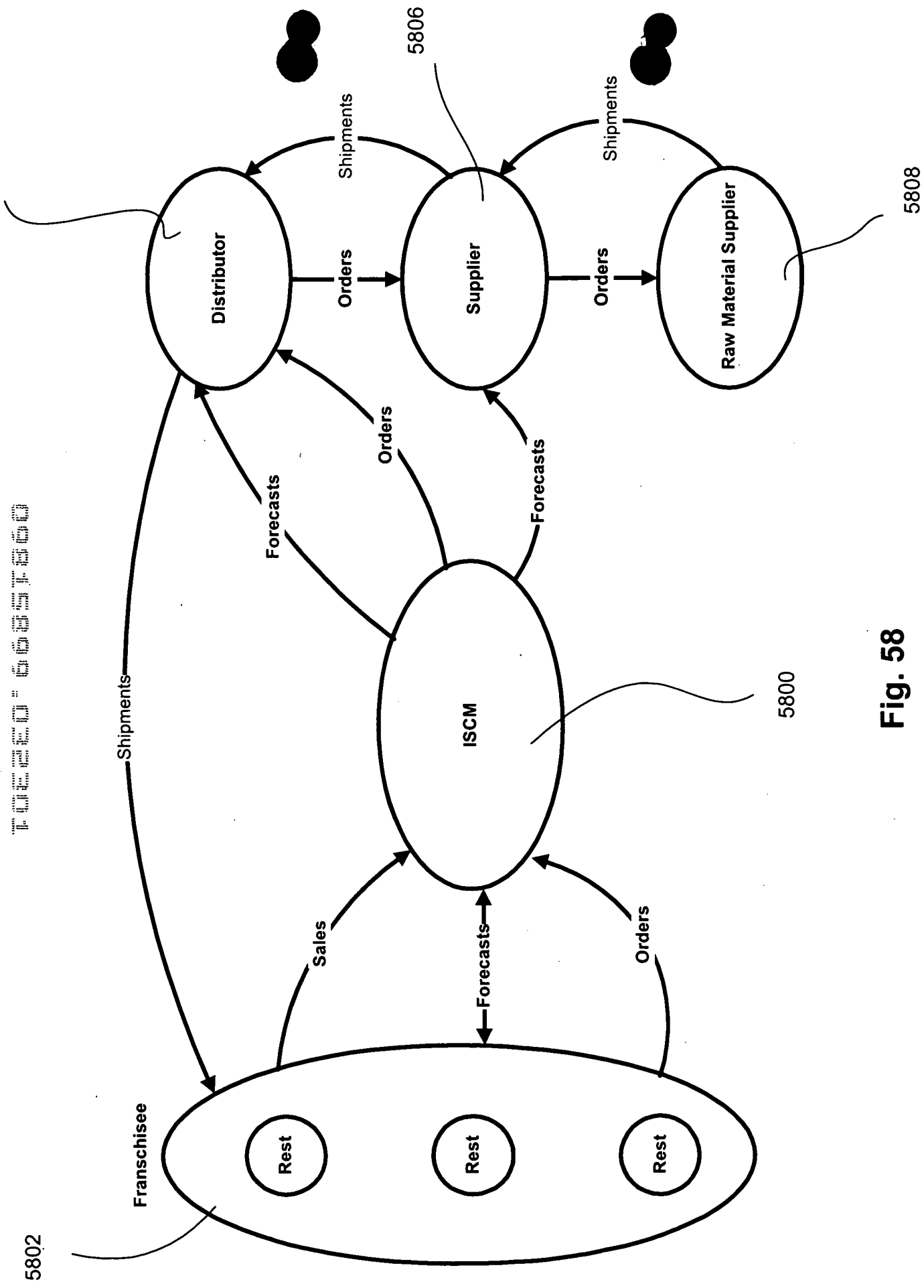
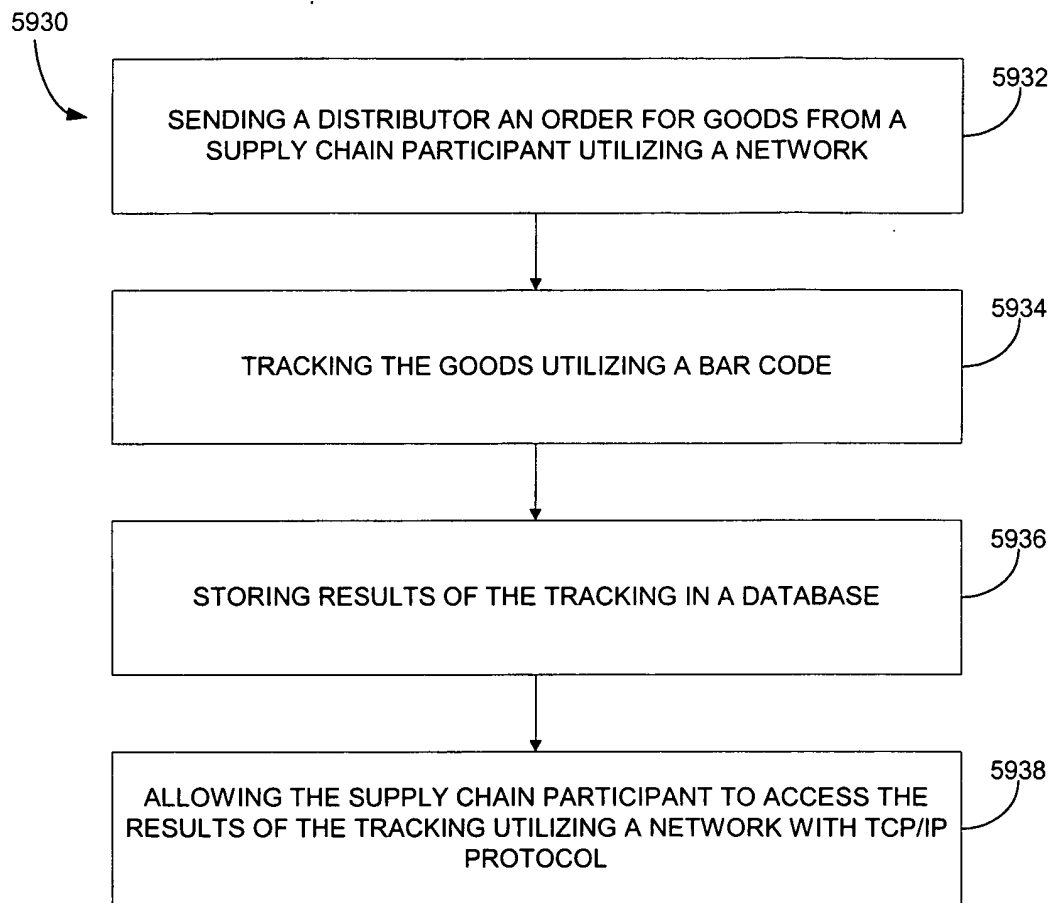


Fig. 58



**FIG. 59**

6002

6004

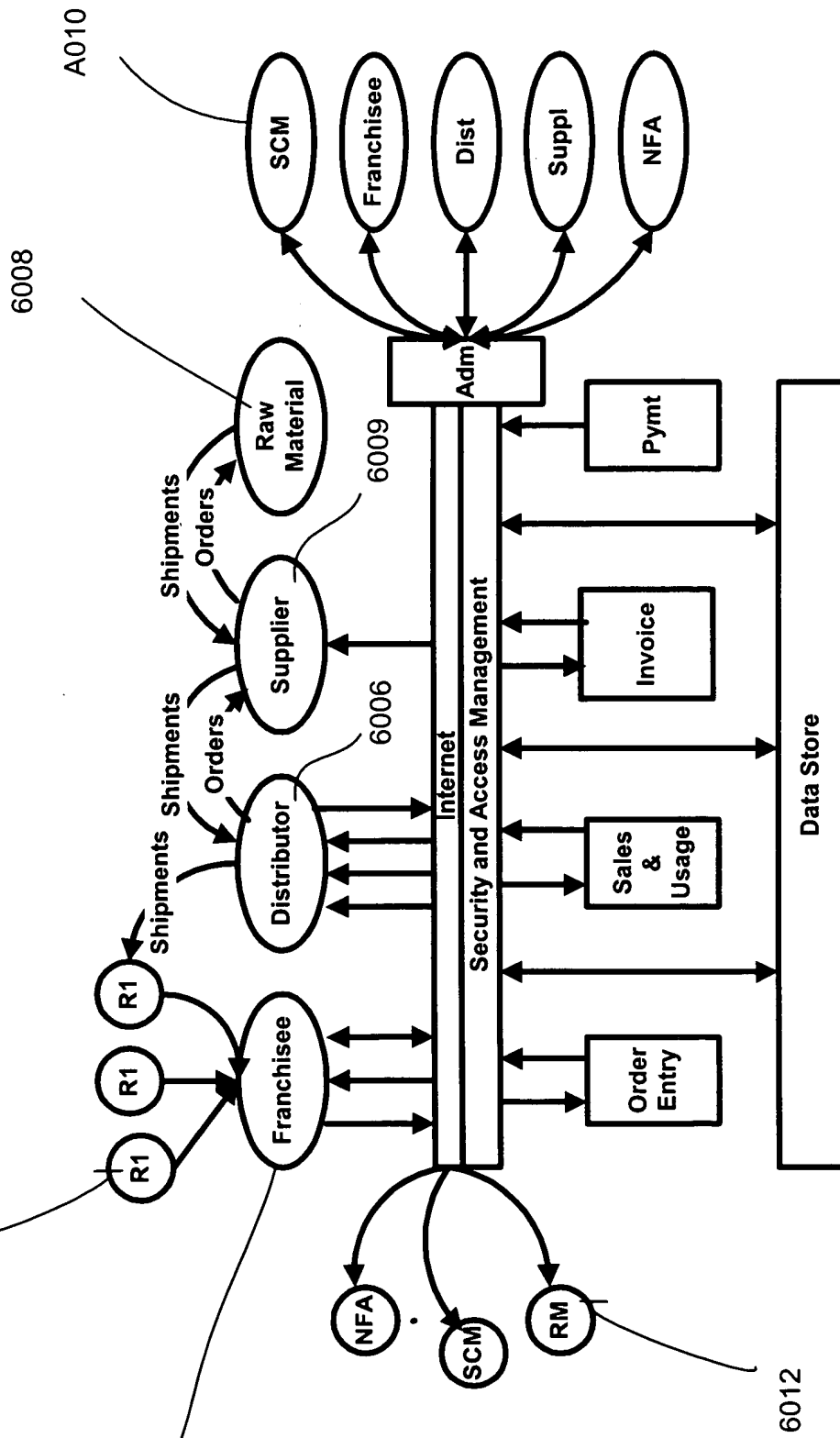


Fig. 60



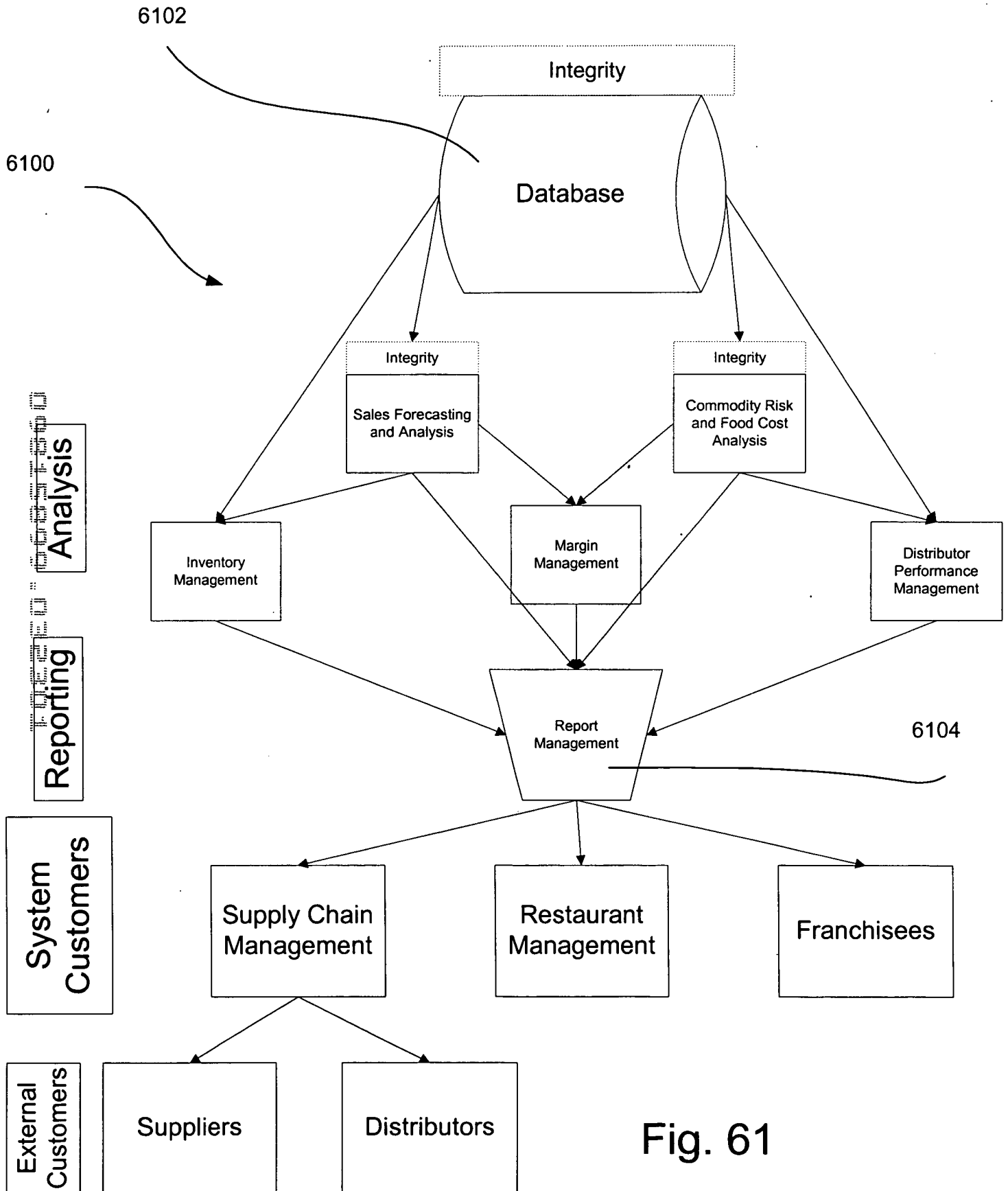
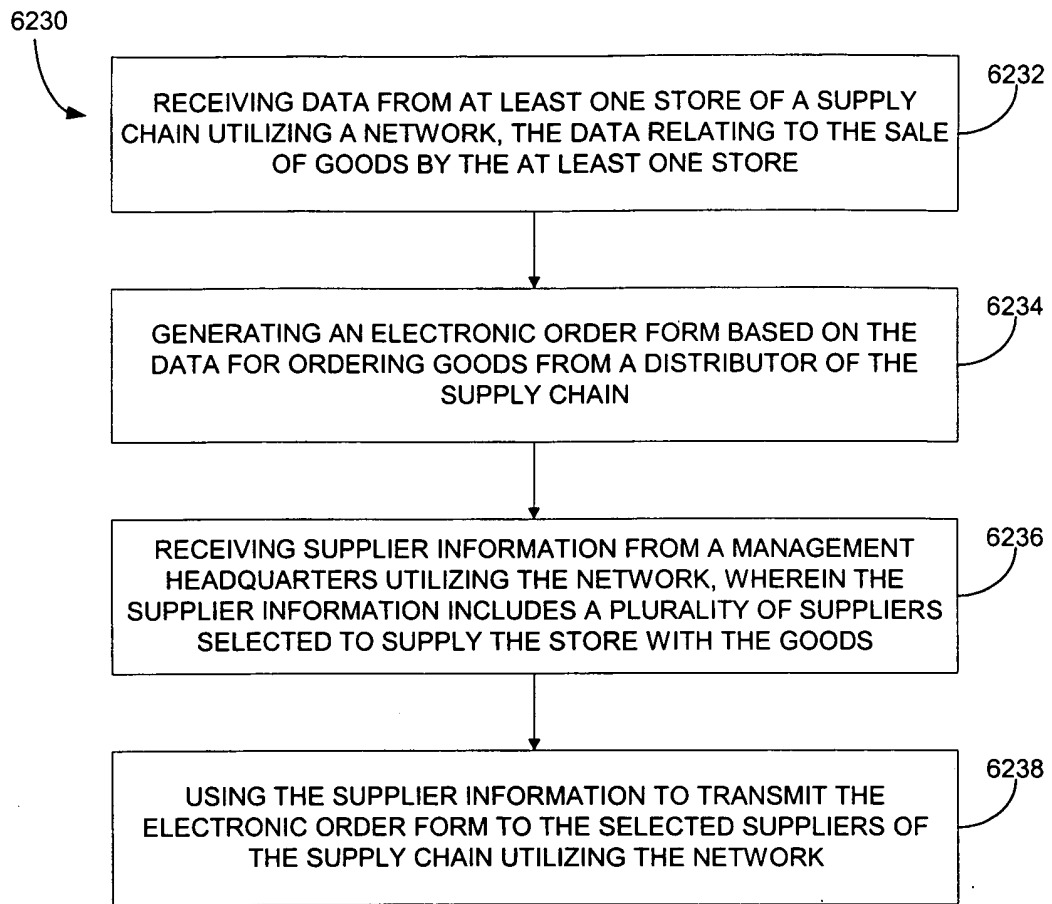


Fig. 61



**FIG. 62**

6300

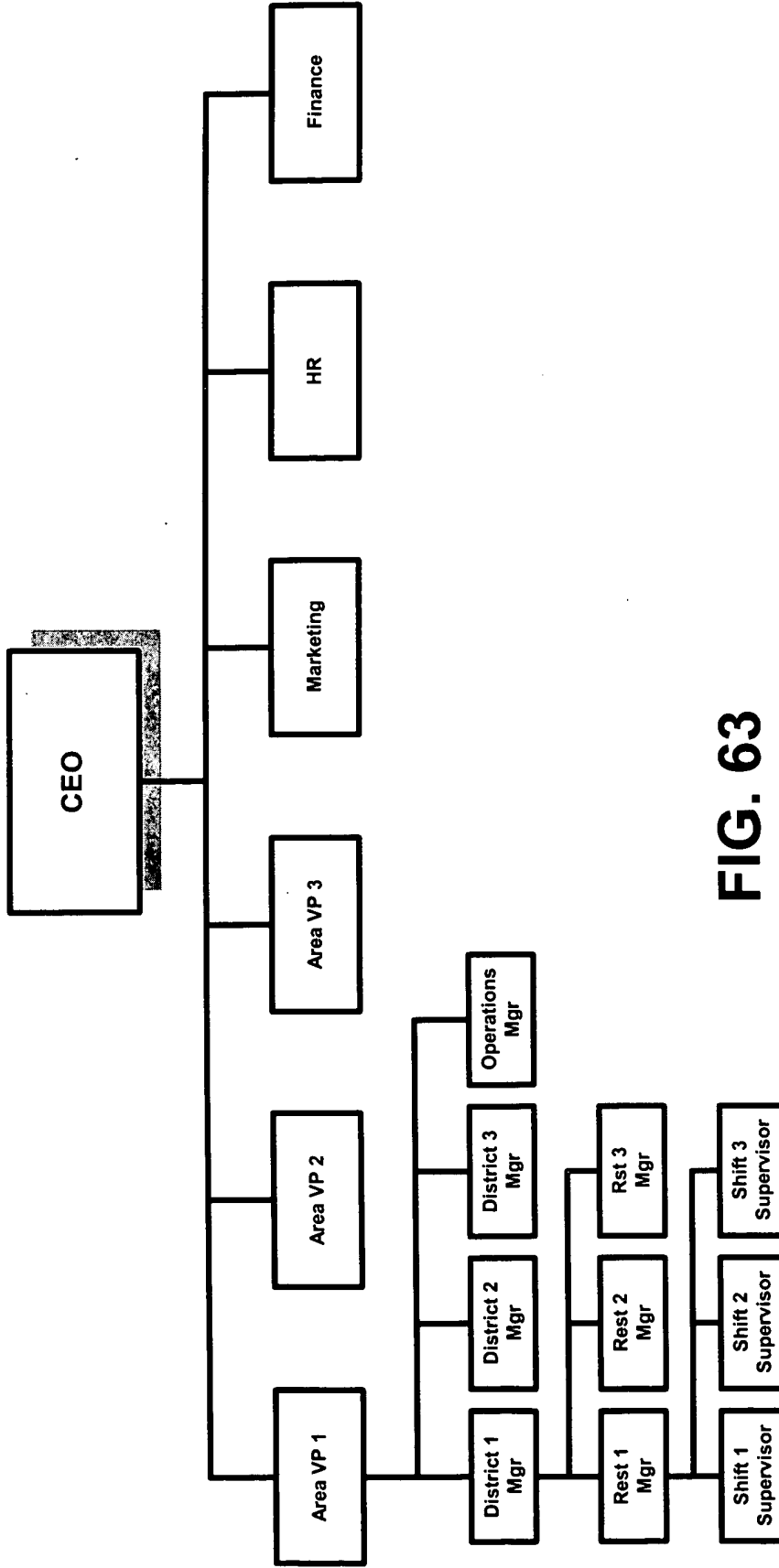
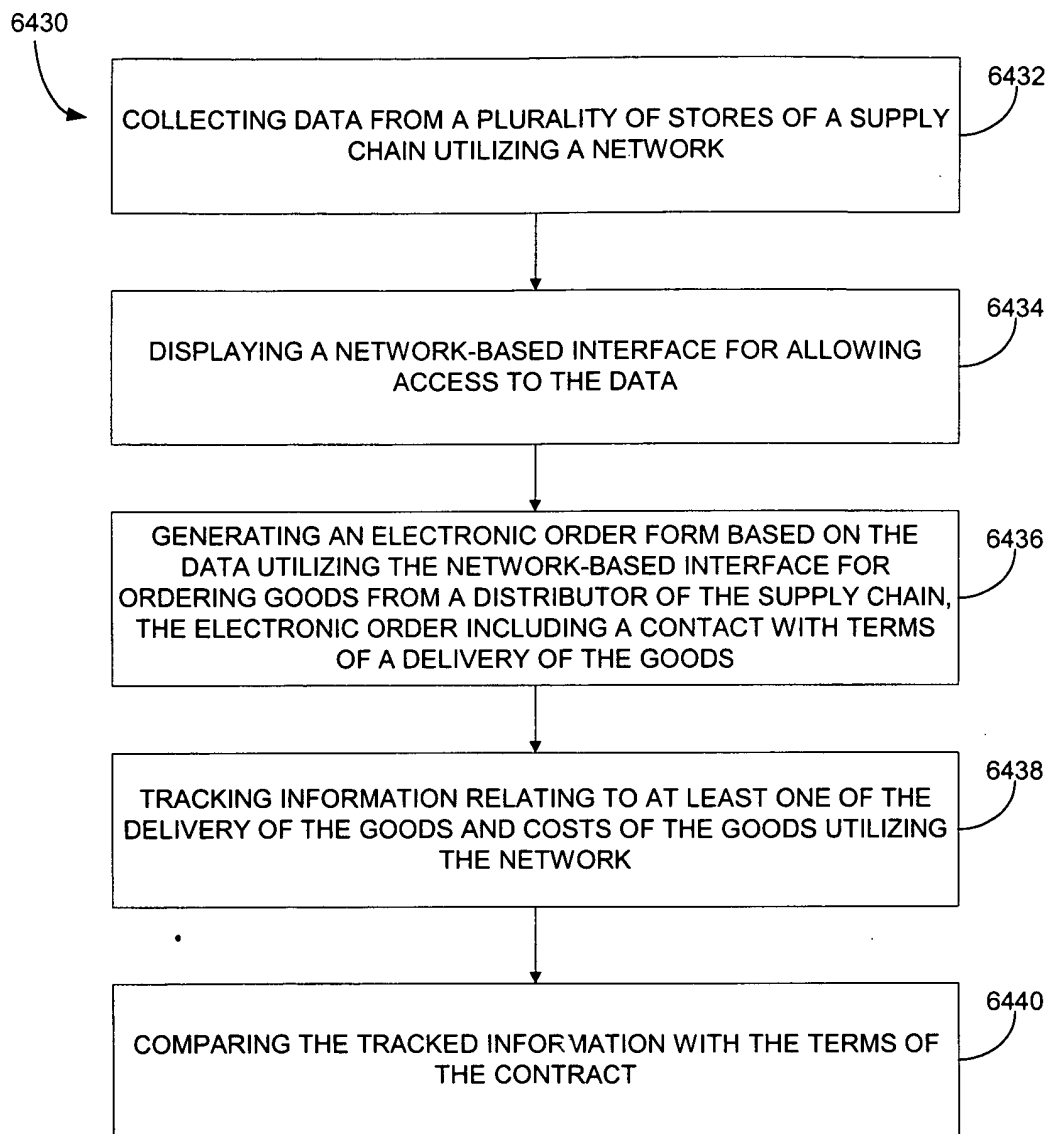
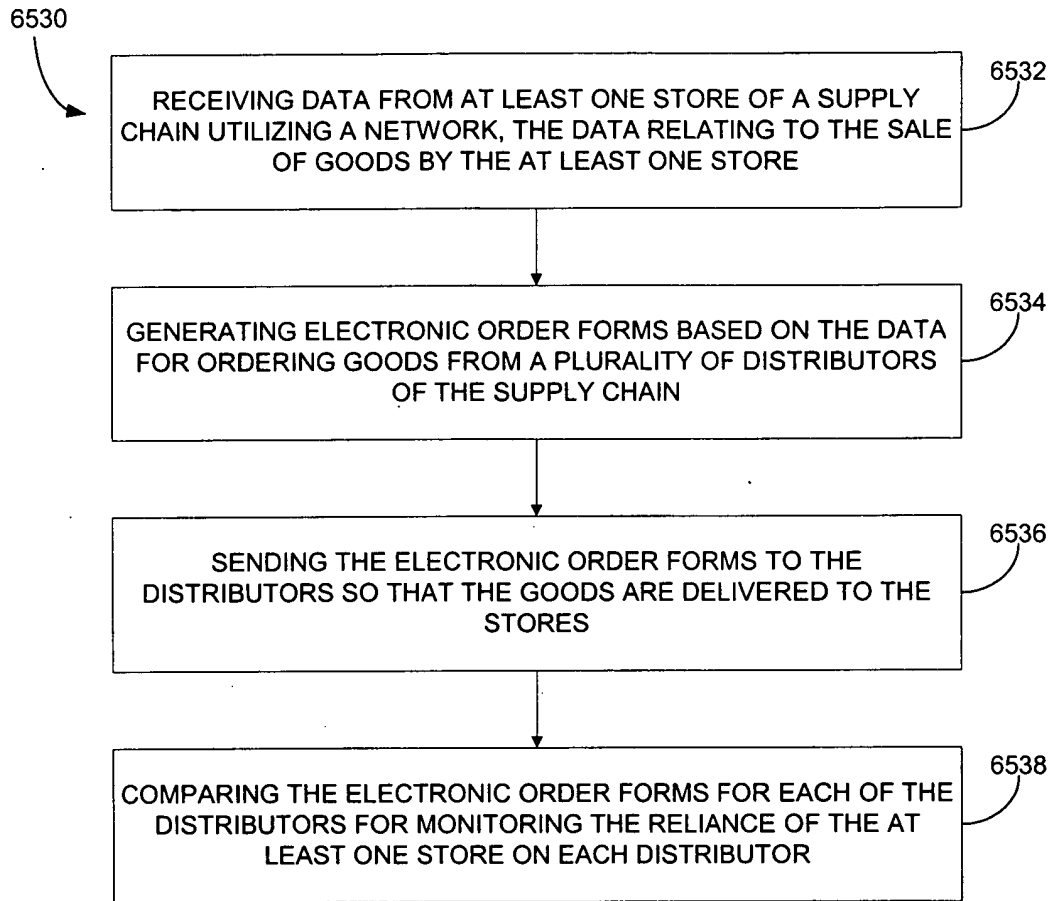


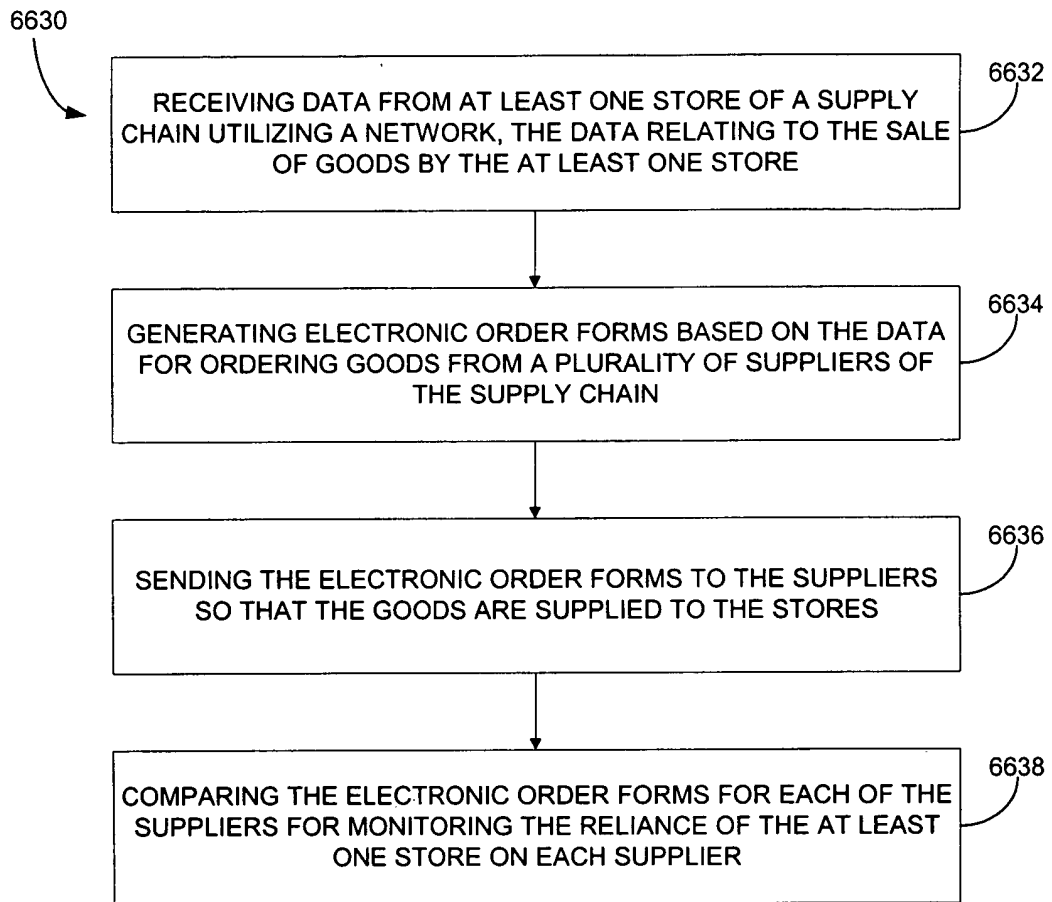
FIG. 63



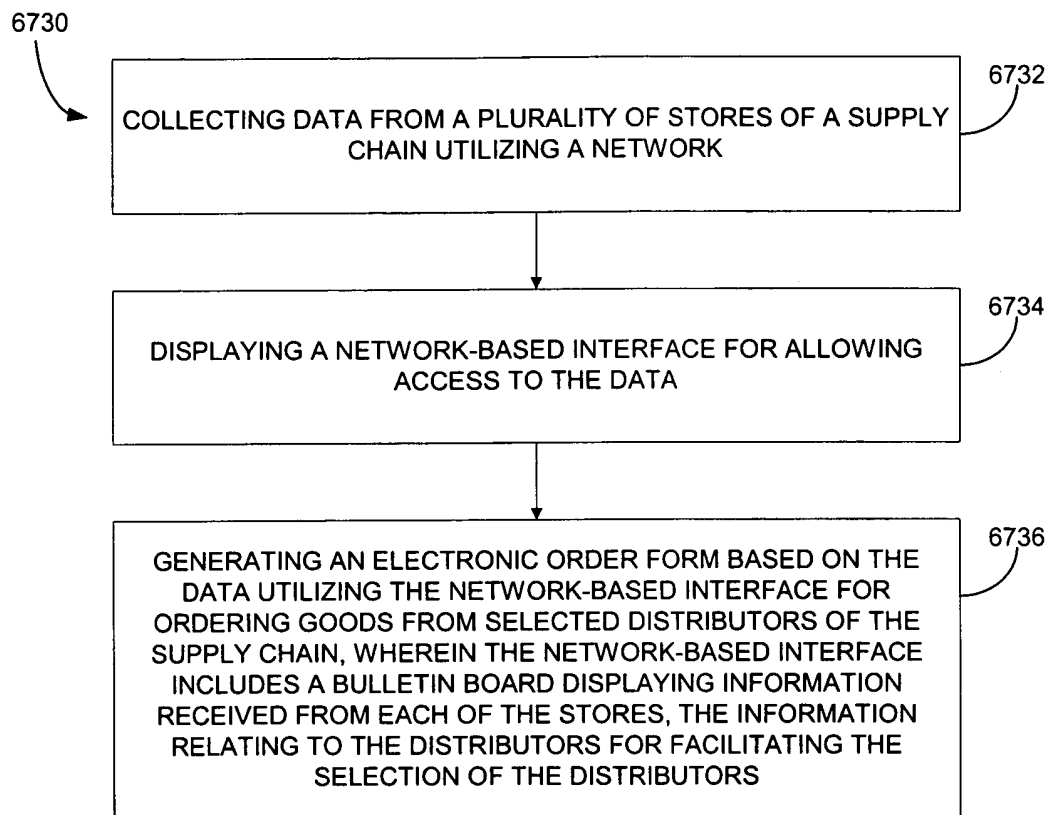
**FIG. 64**



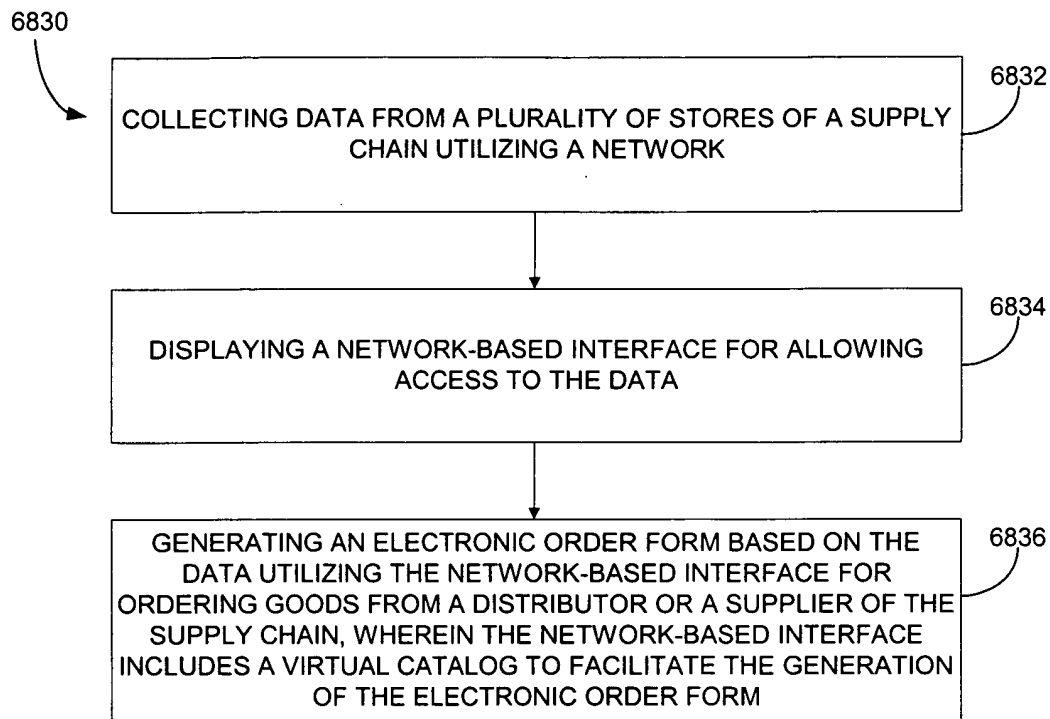
**FIG. 65**



**FIG. 66**



**FIG. 67**



**FIG. 68**



6900

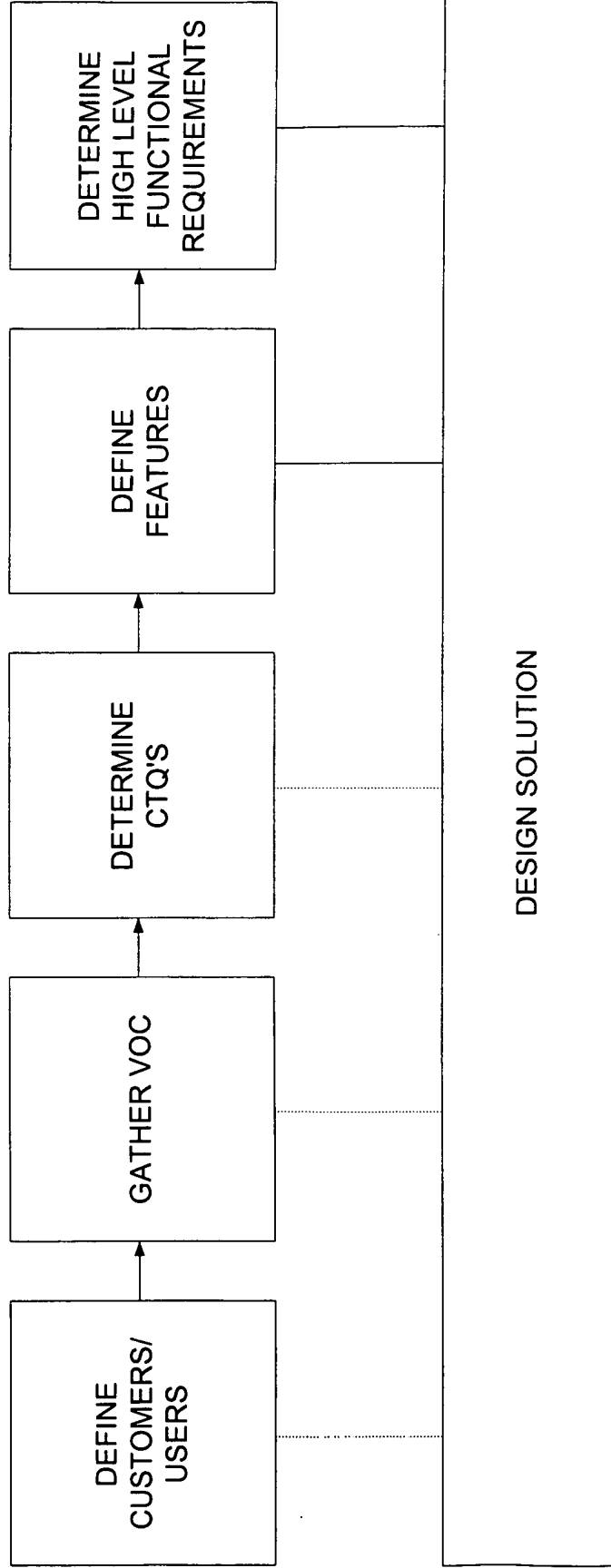
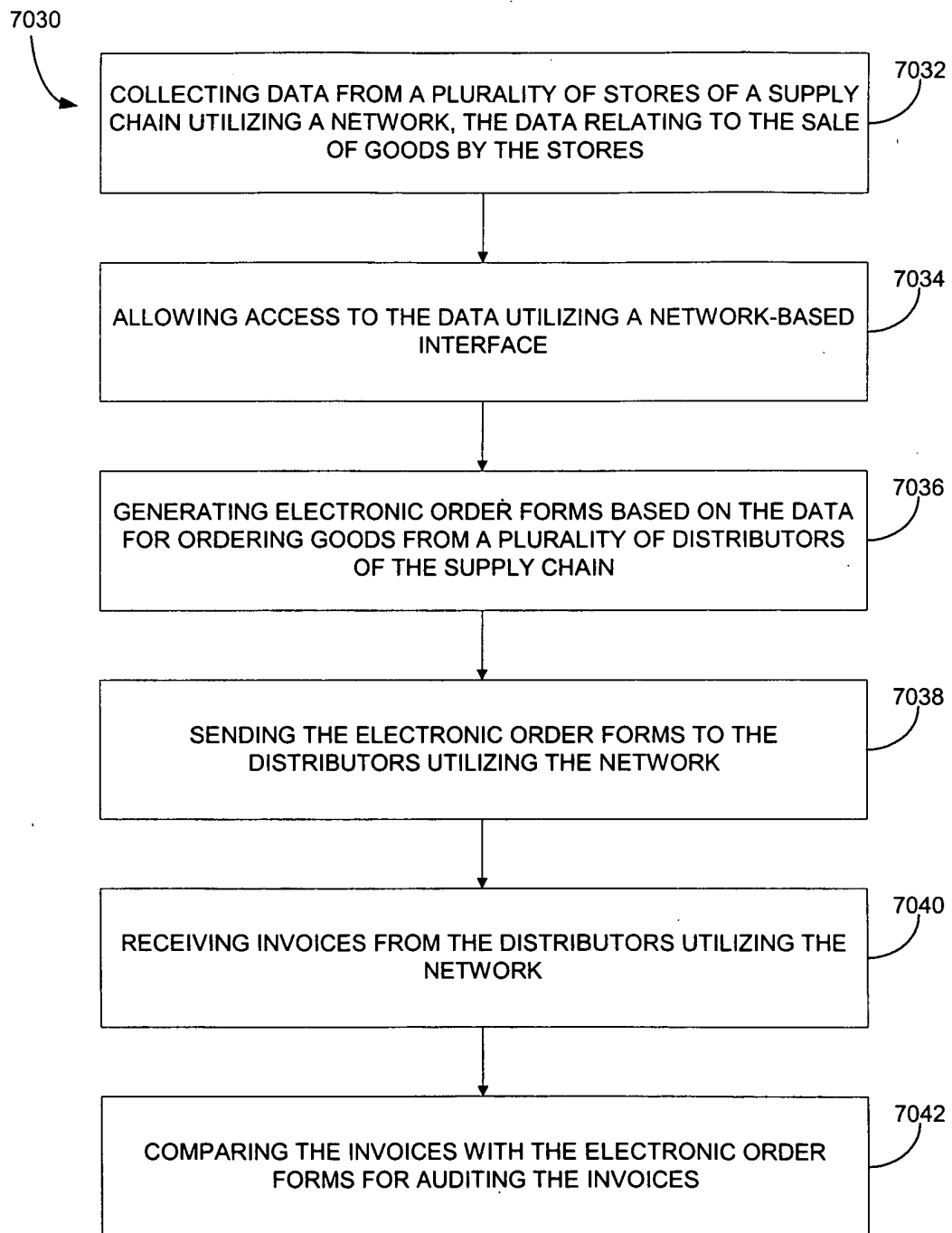
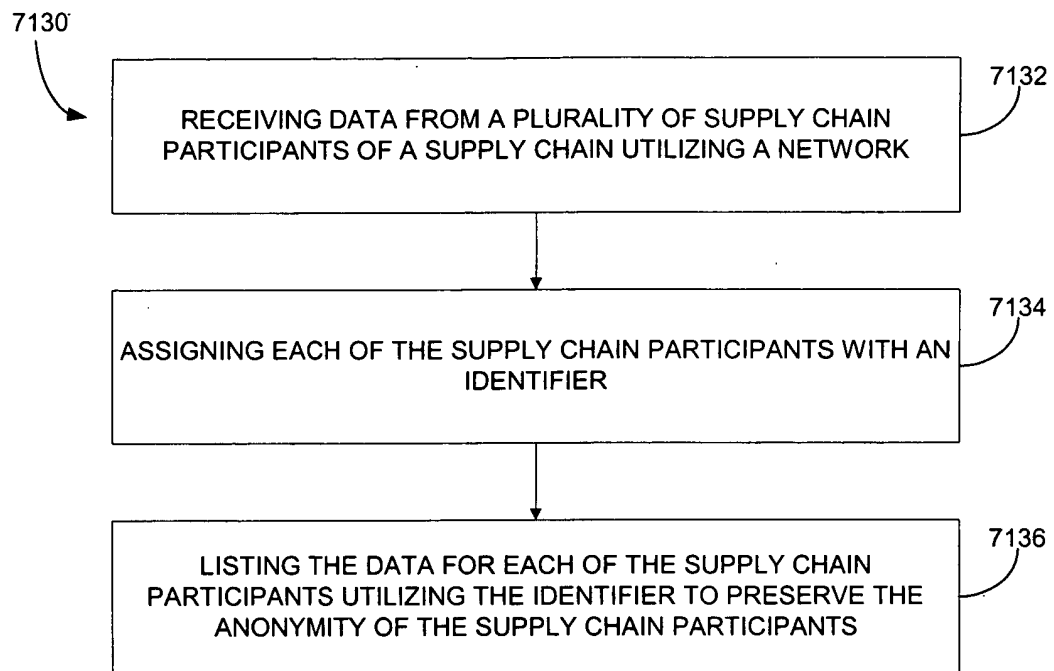


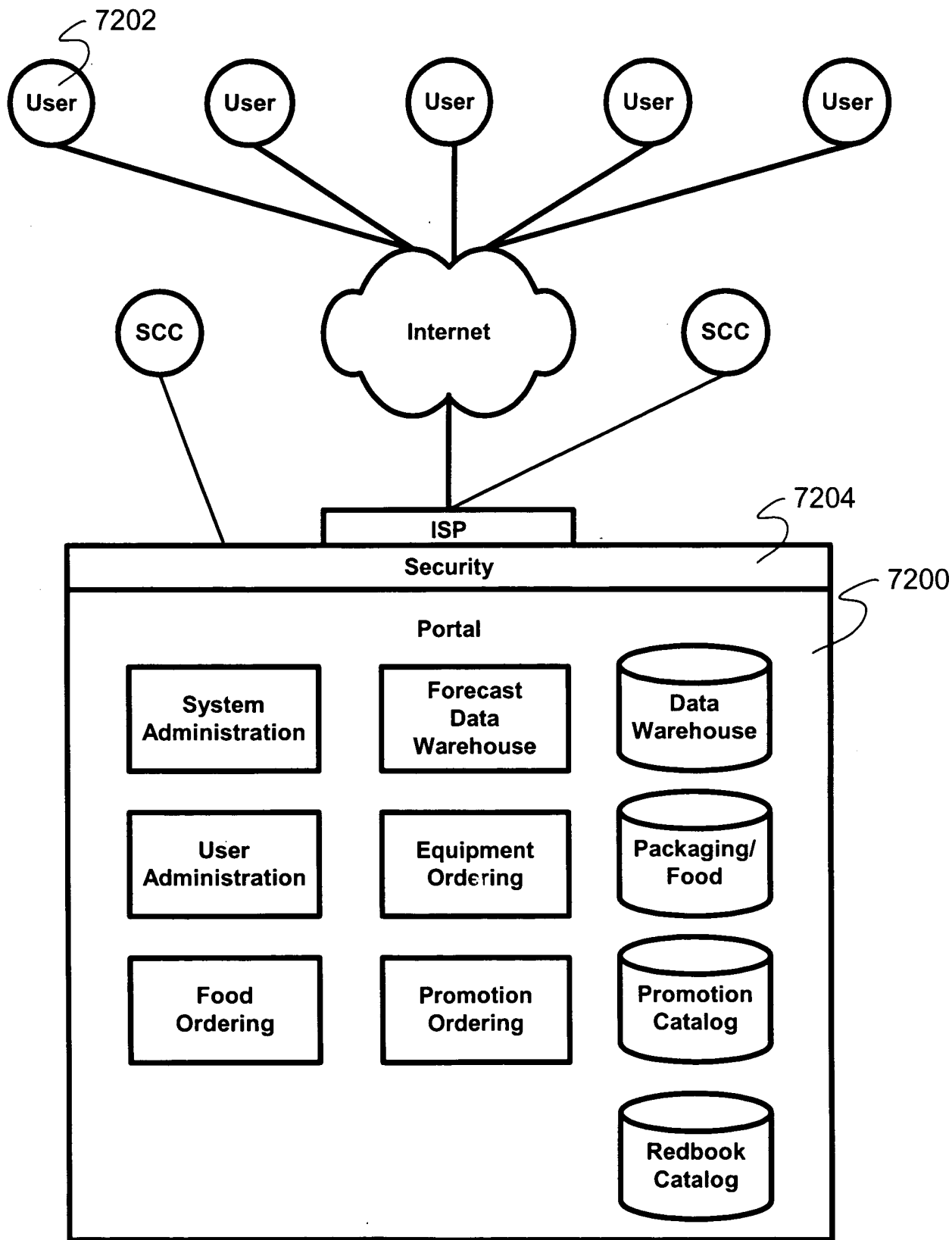
FIG. 69



**FIG. 70**



**FIG. 71**



**FIG. 72**

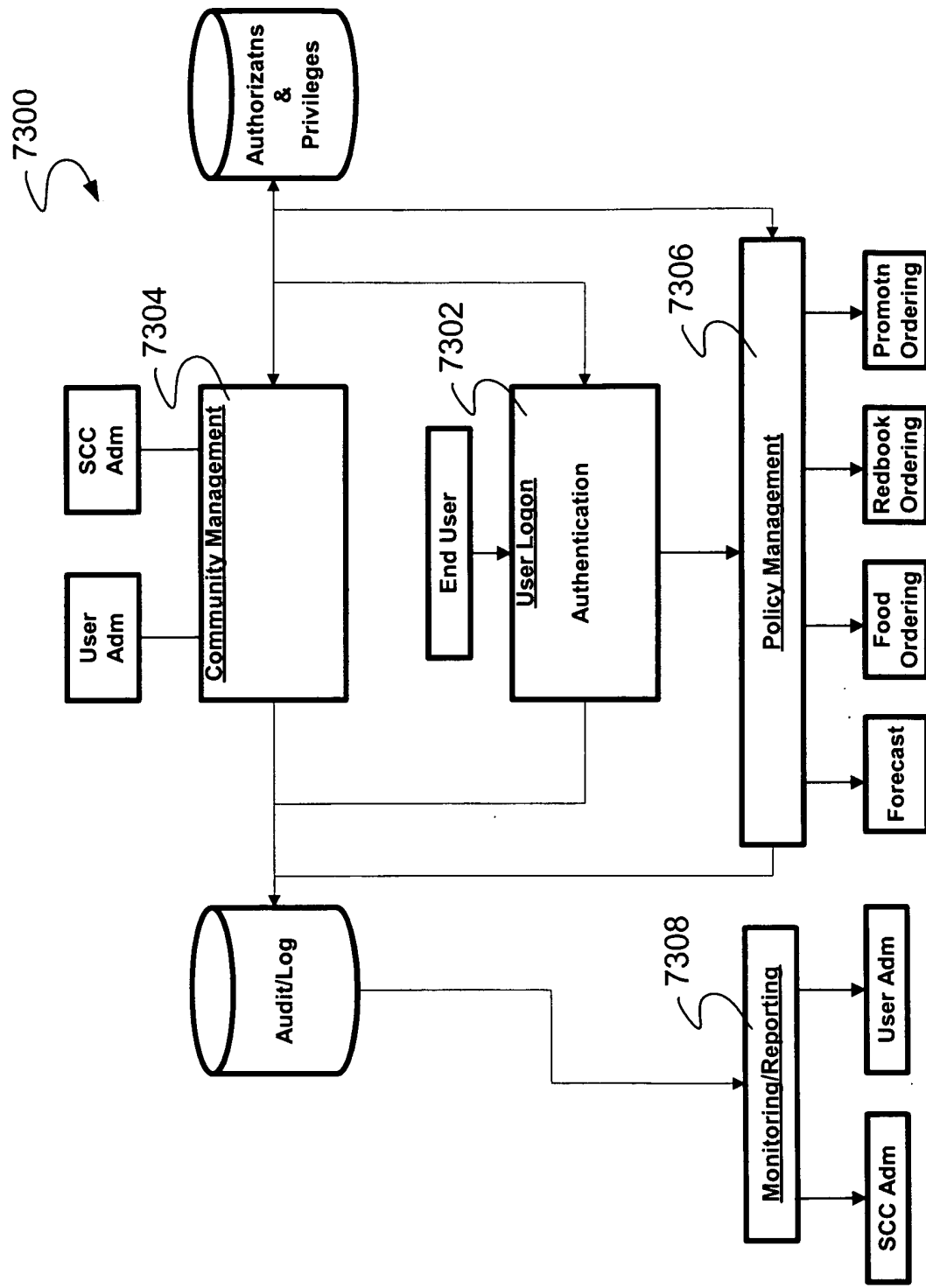


FIG. 73

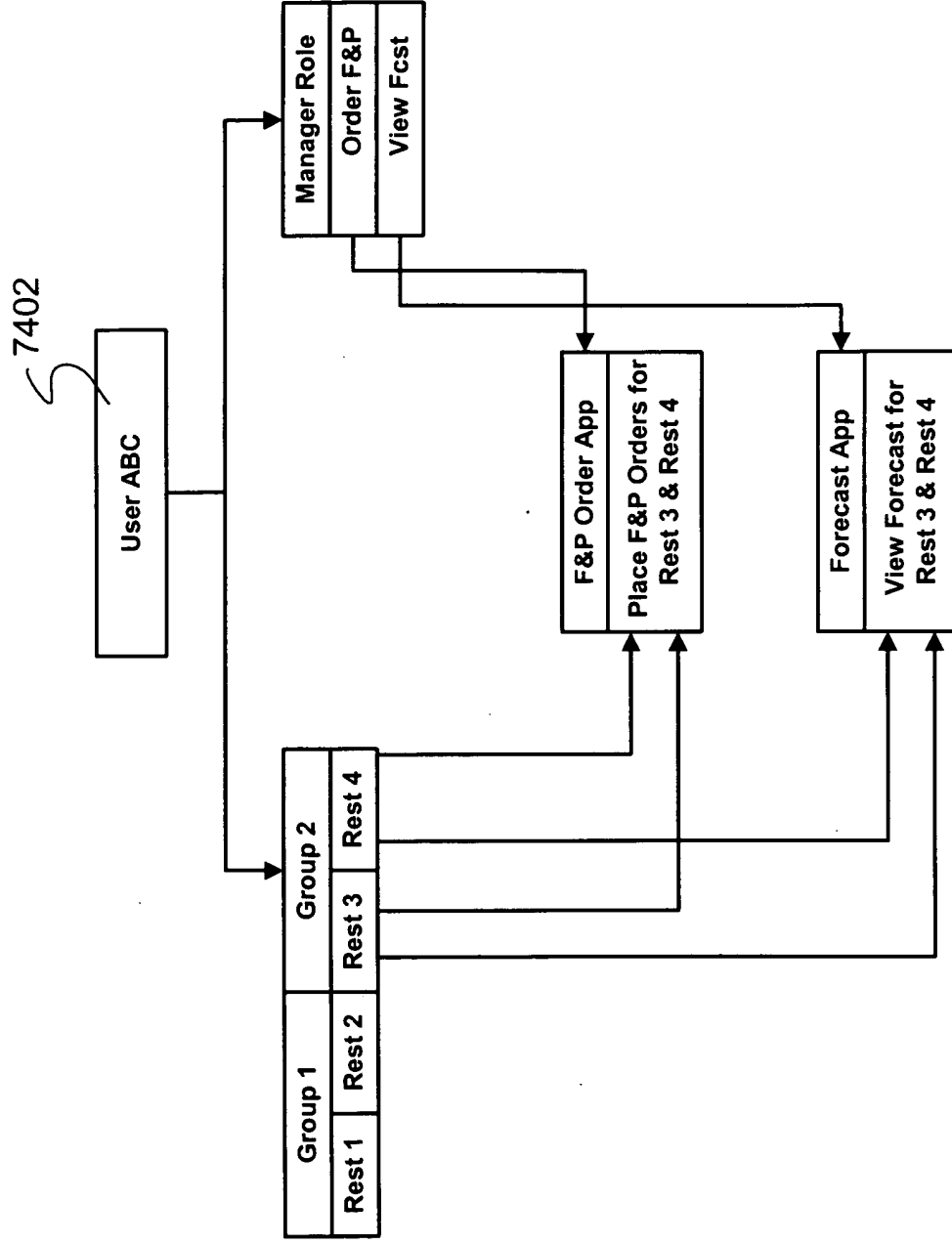


FIG. 74

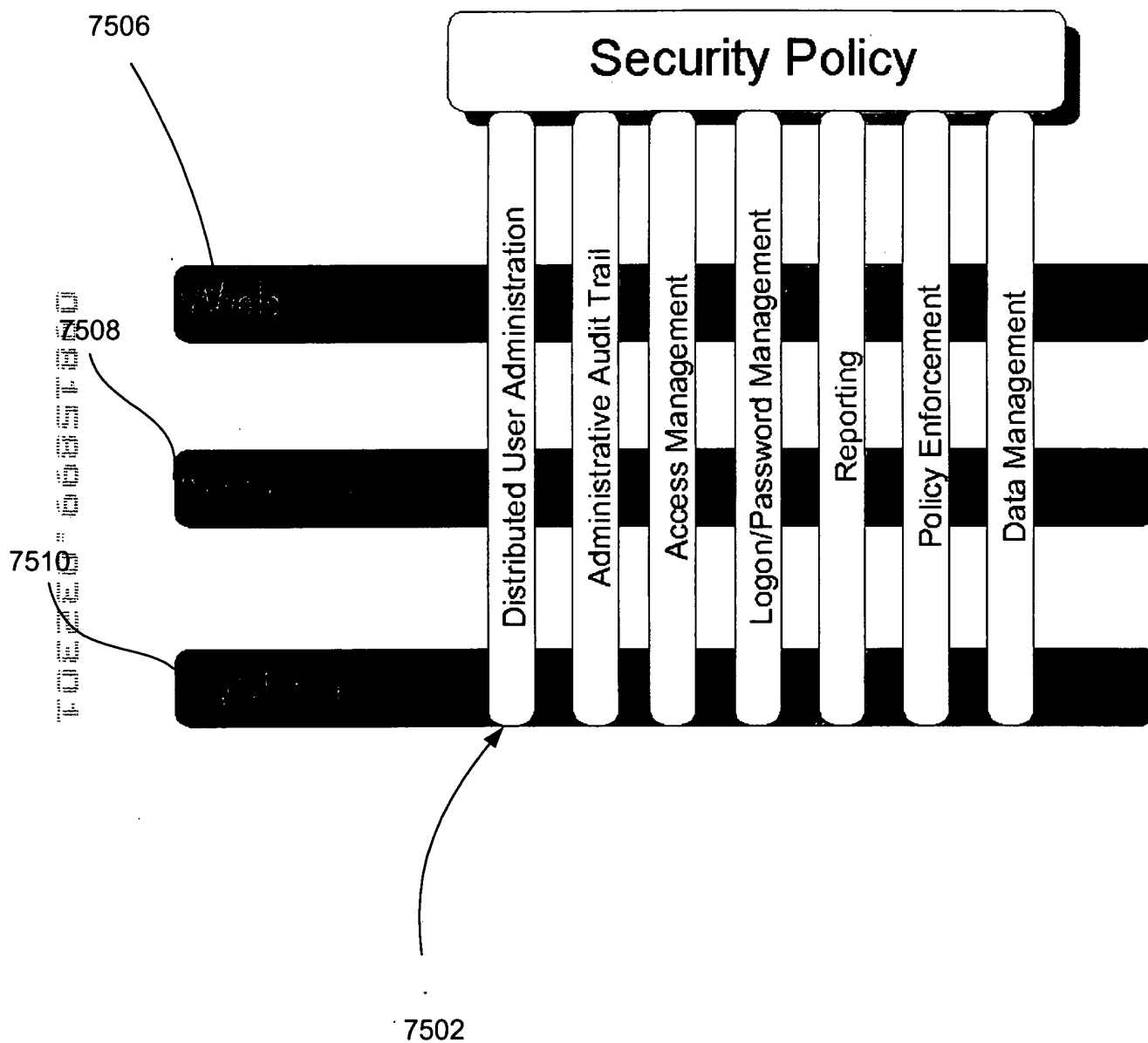
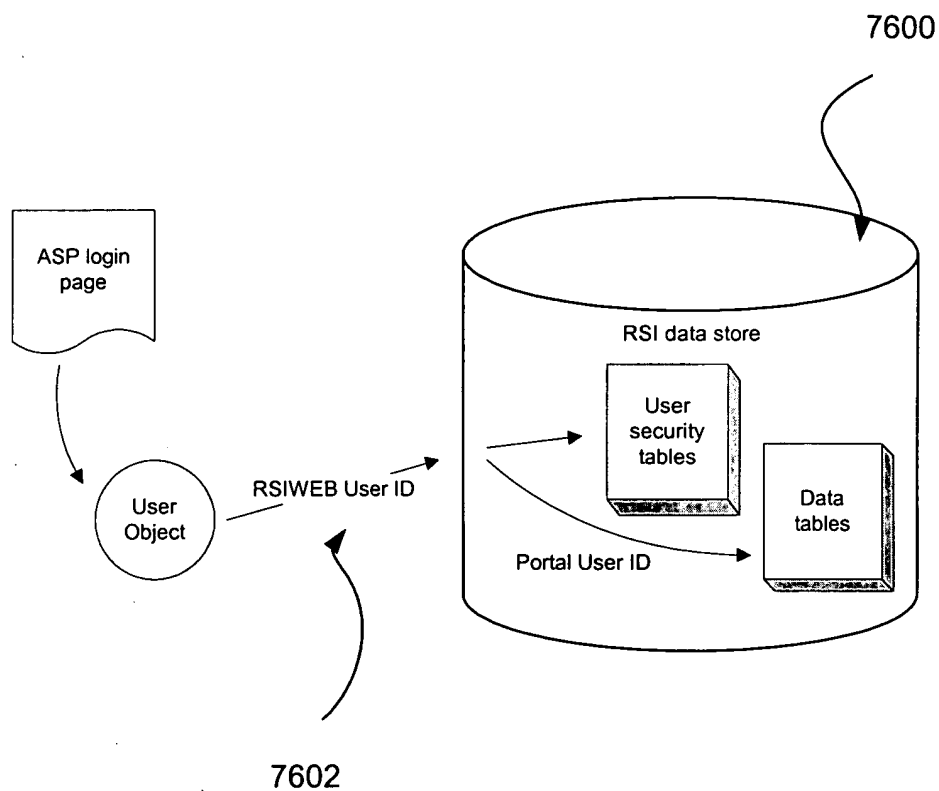


Fig. 75



**Fig. 76**



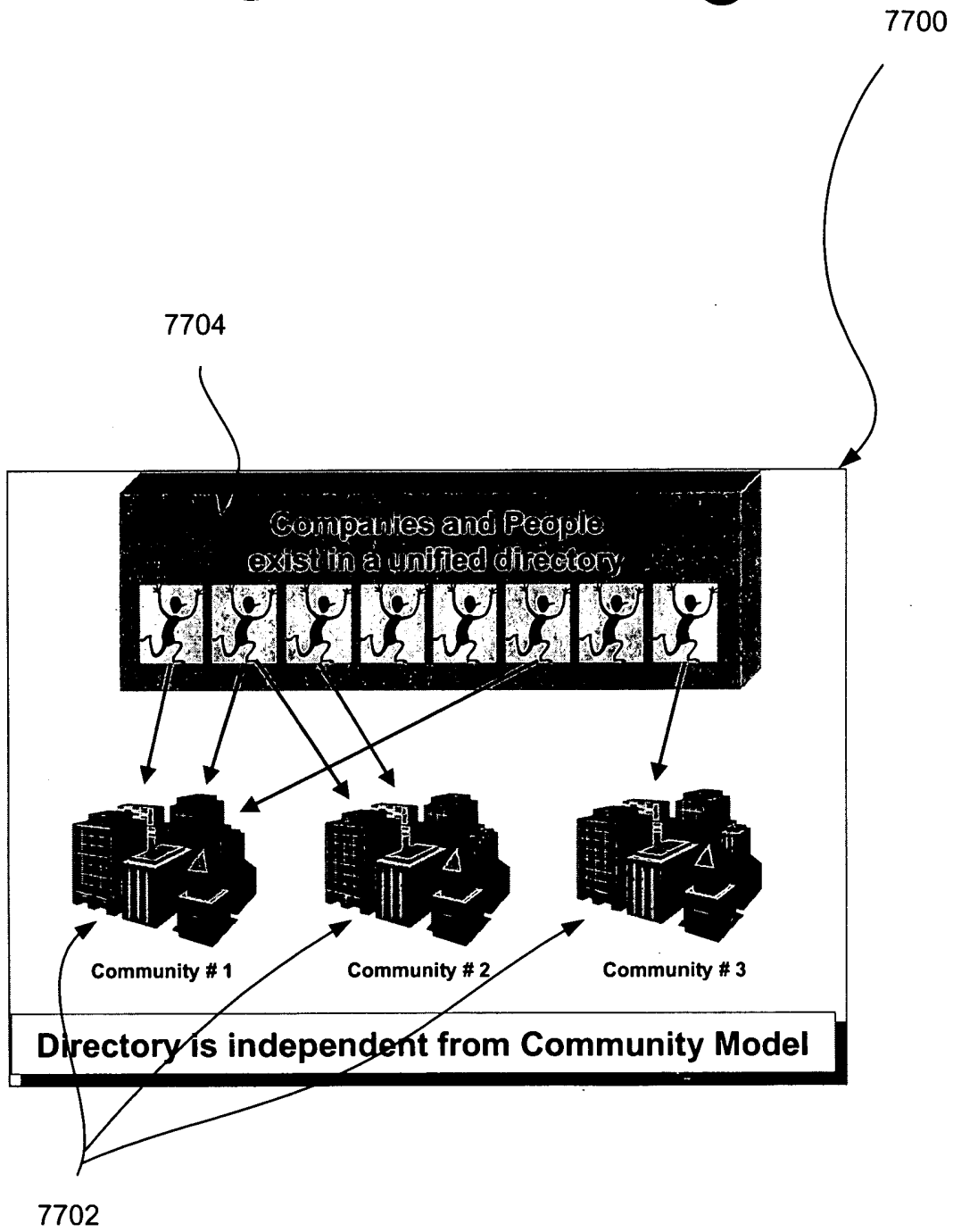


Fig. 77

7800

7802

7804

Access

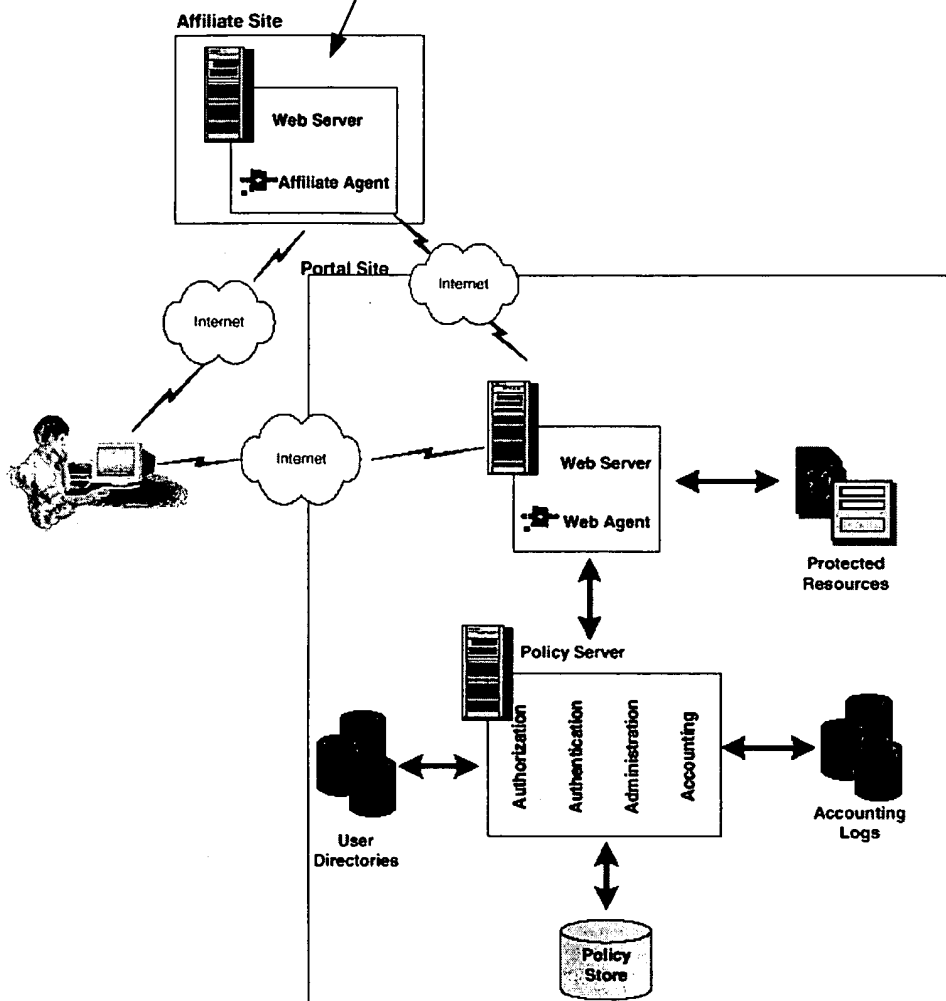
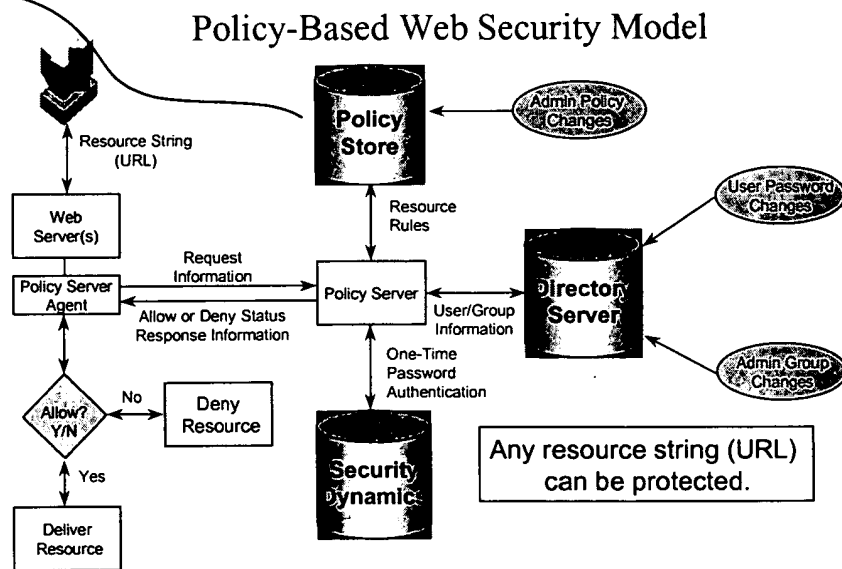


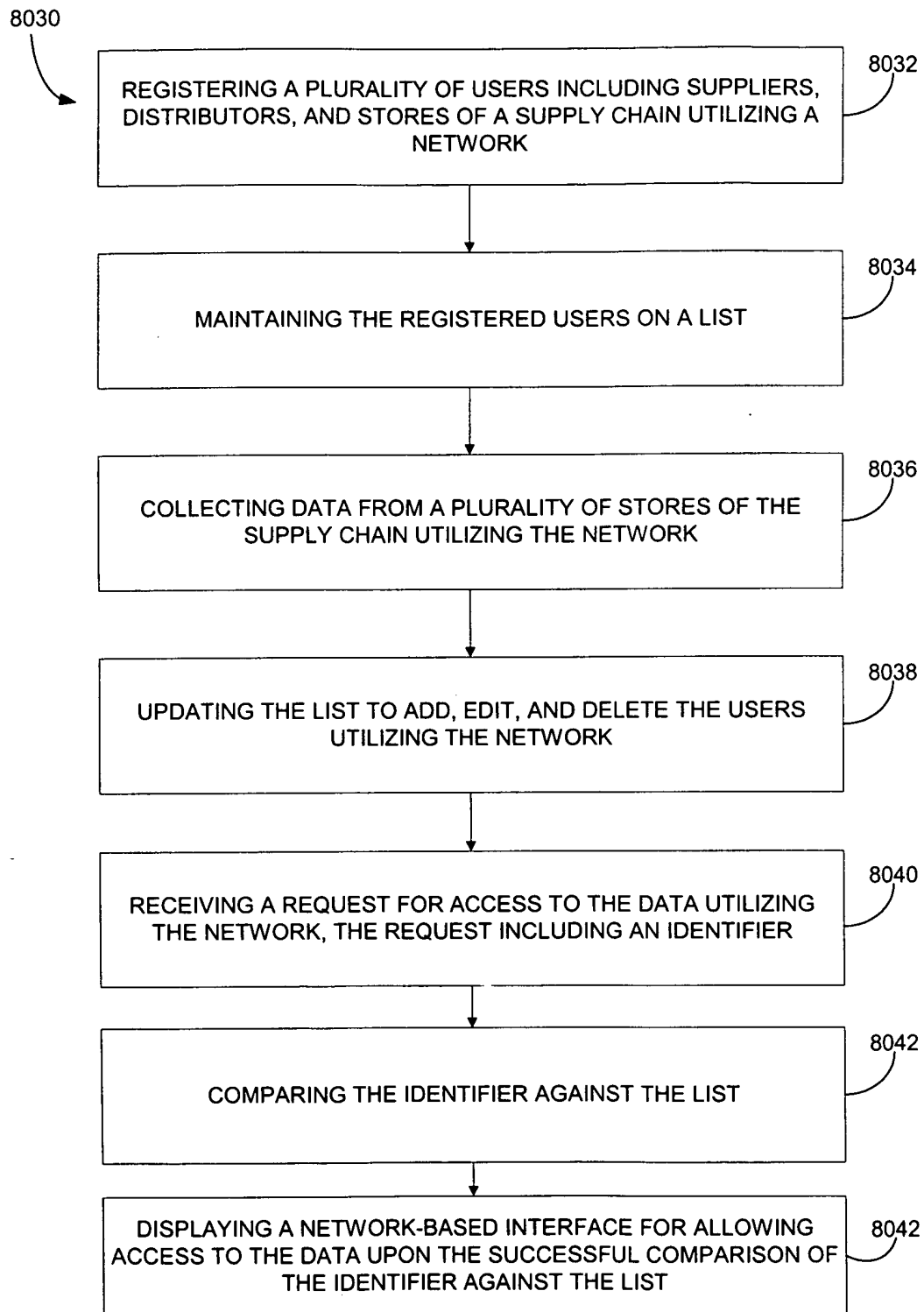
Fig. 78

7900

7902

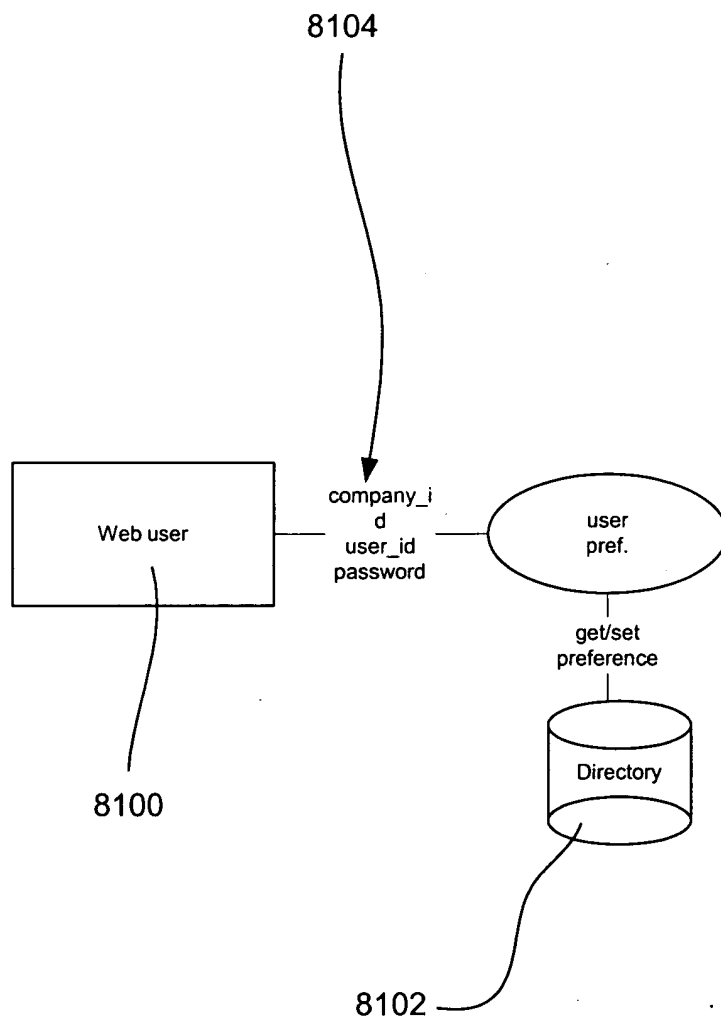


**Fig. 79**

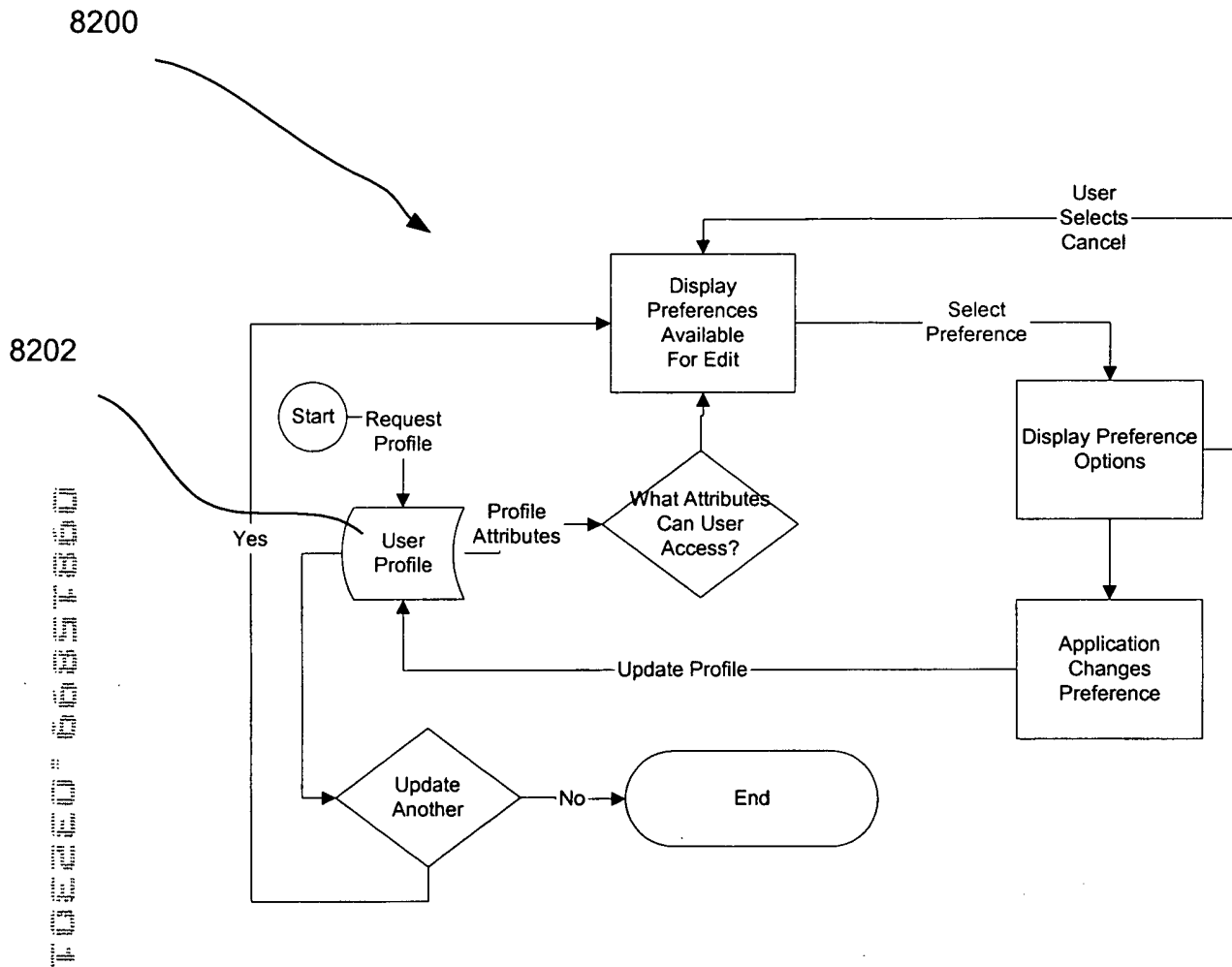


**FIG. 80**

FIG. 81



**Fig. 81**



**Fig. 82**

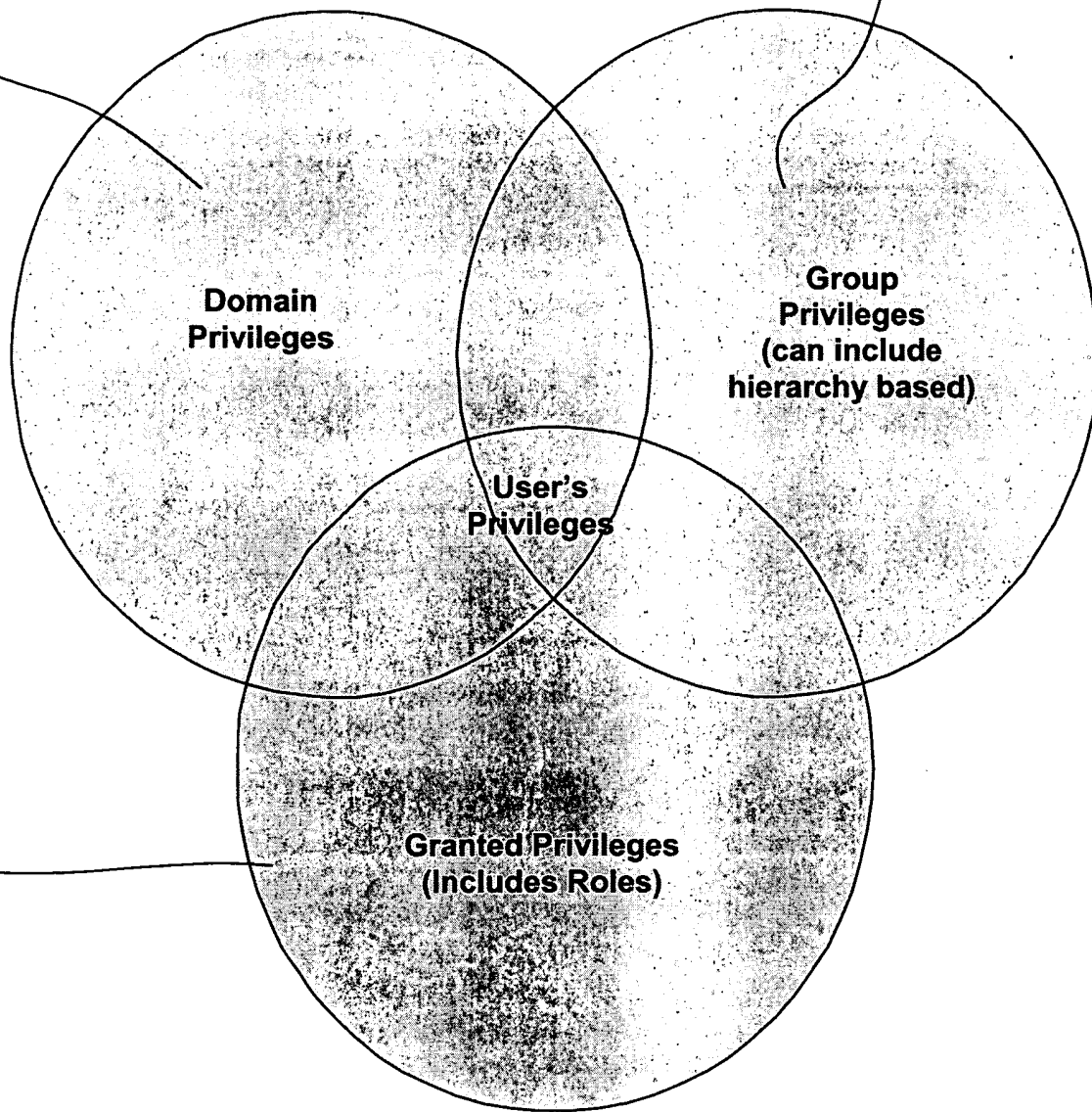
FIG. 83

8302

8304

8306

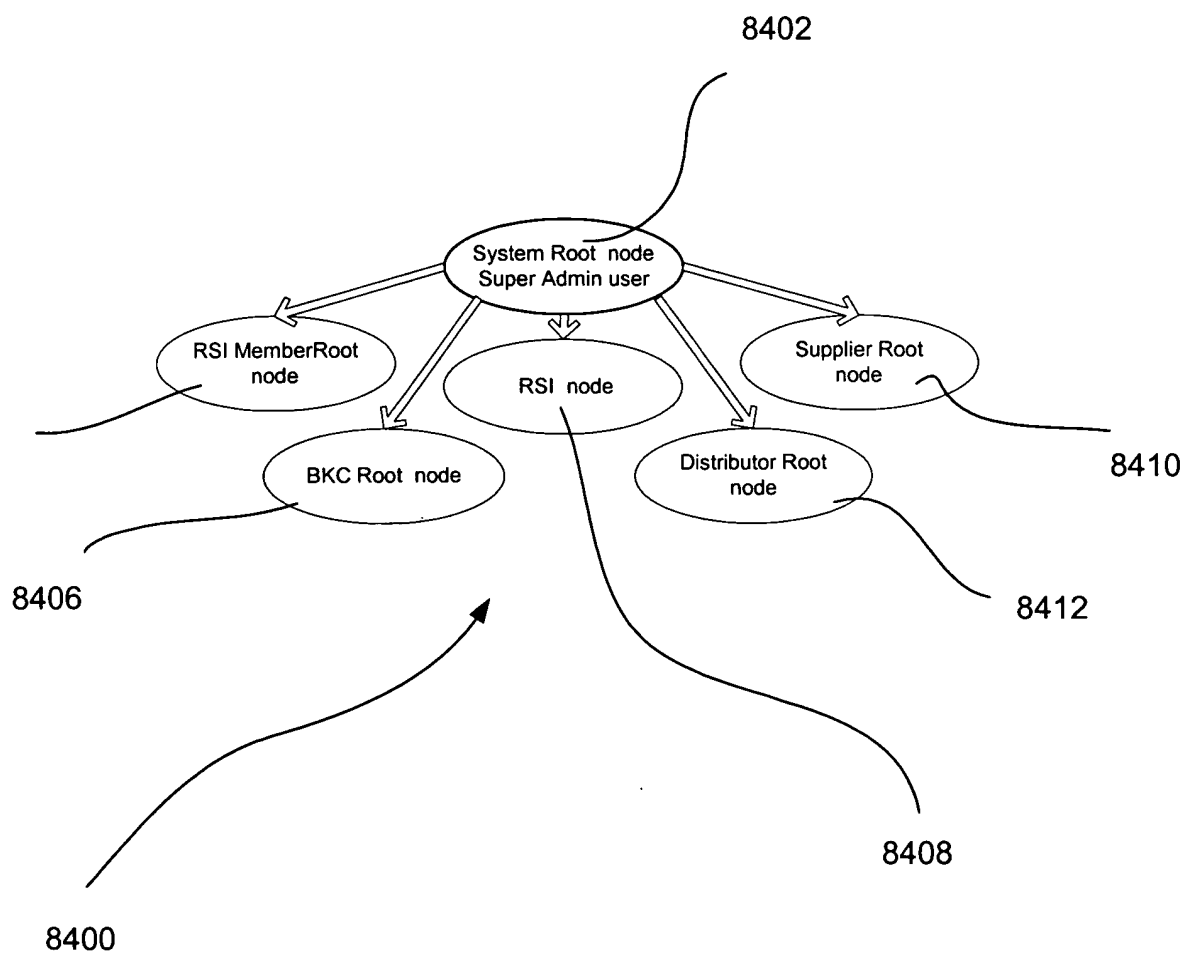
8300



**Fig. 83**

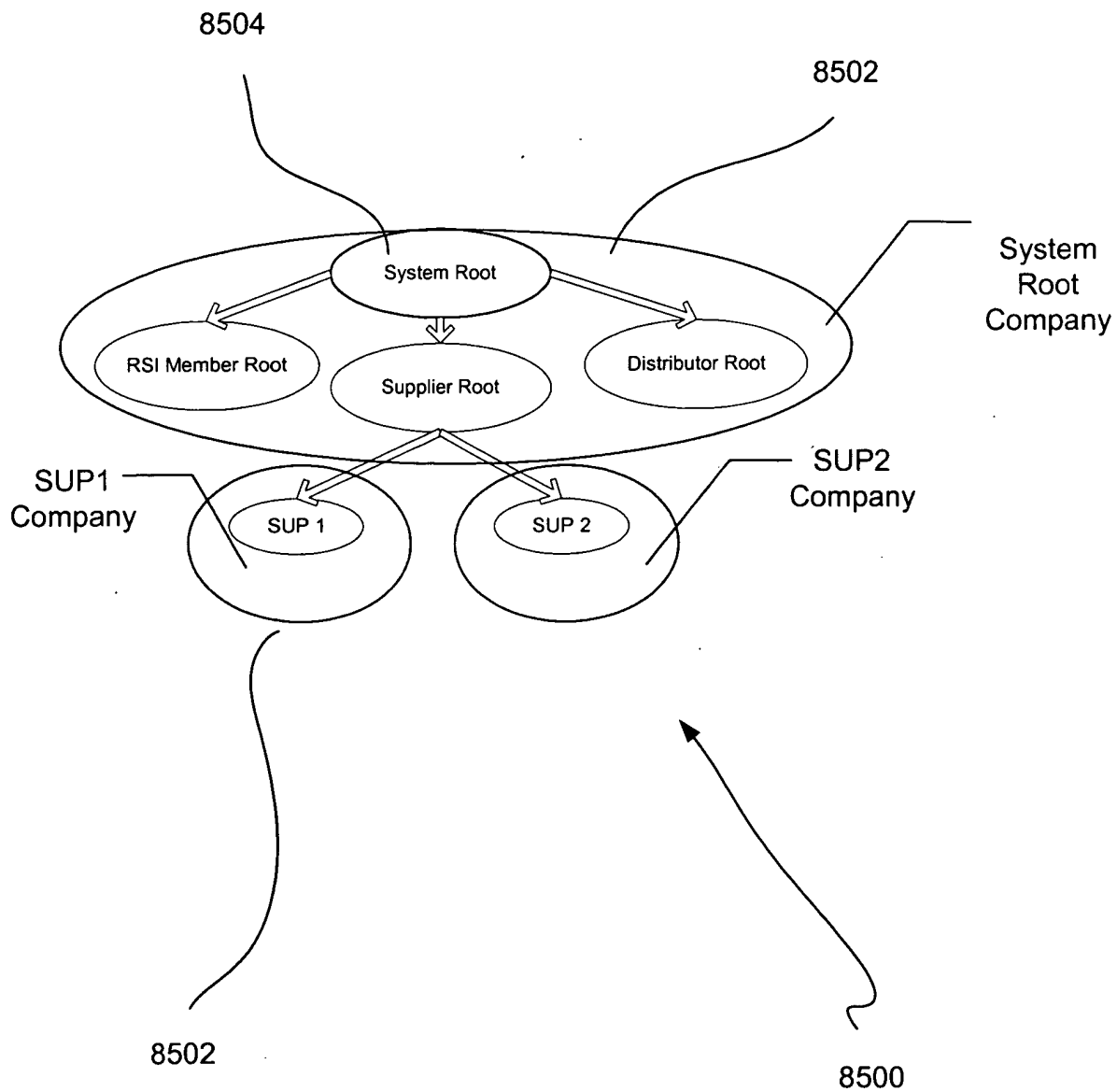
FIG. 84

8404



**Fig. 84**

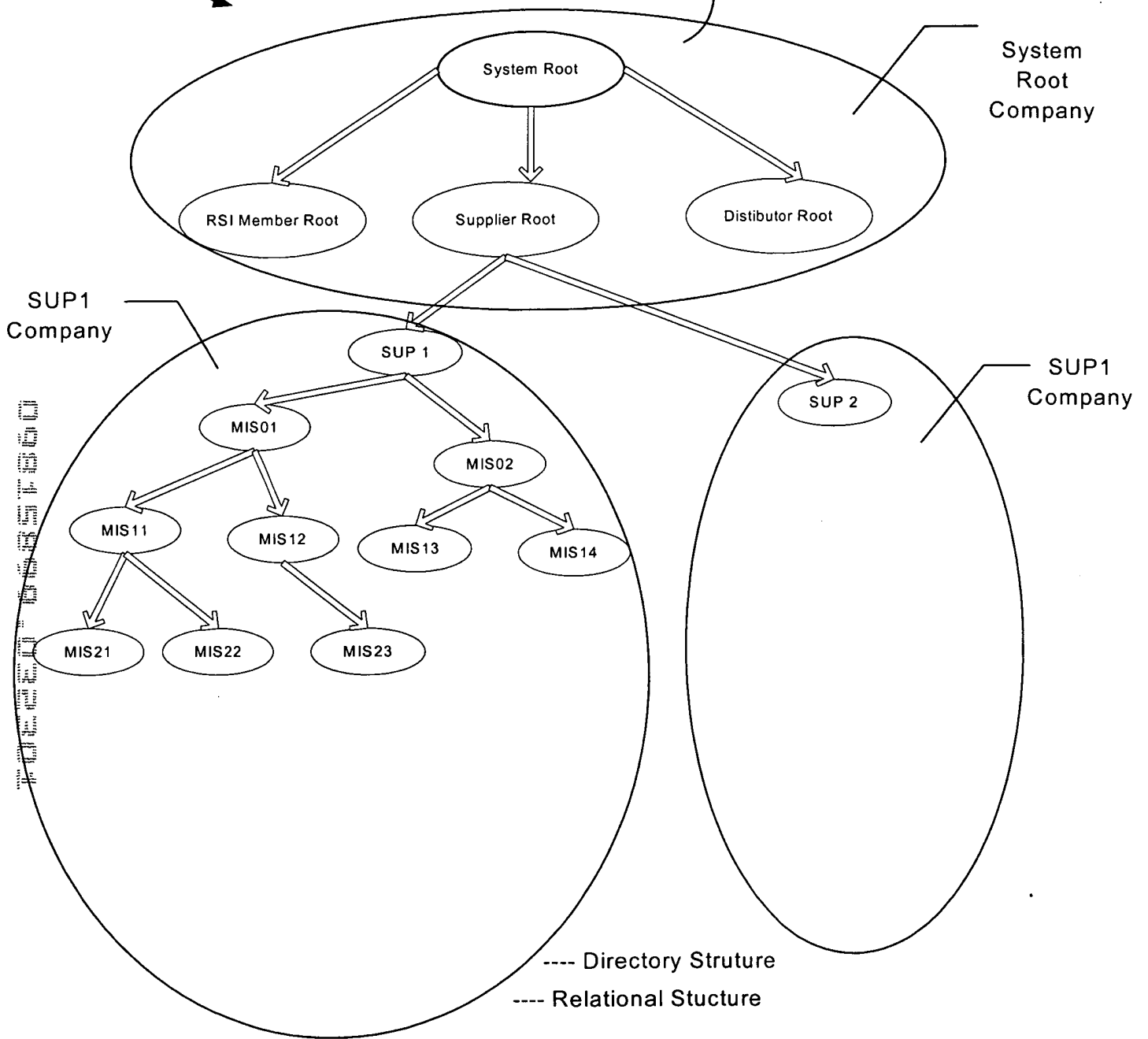




**Fig. 85**

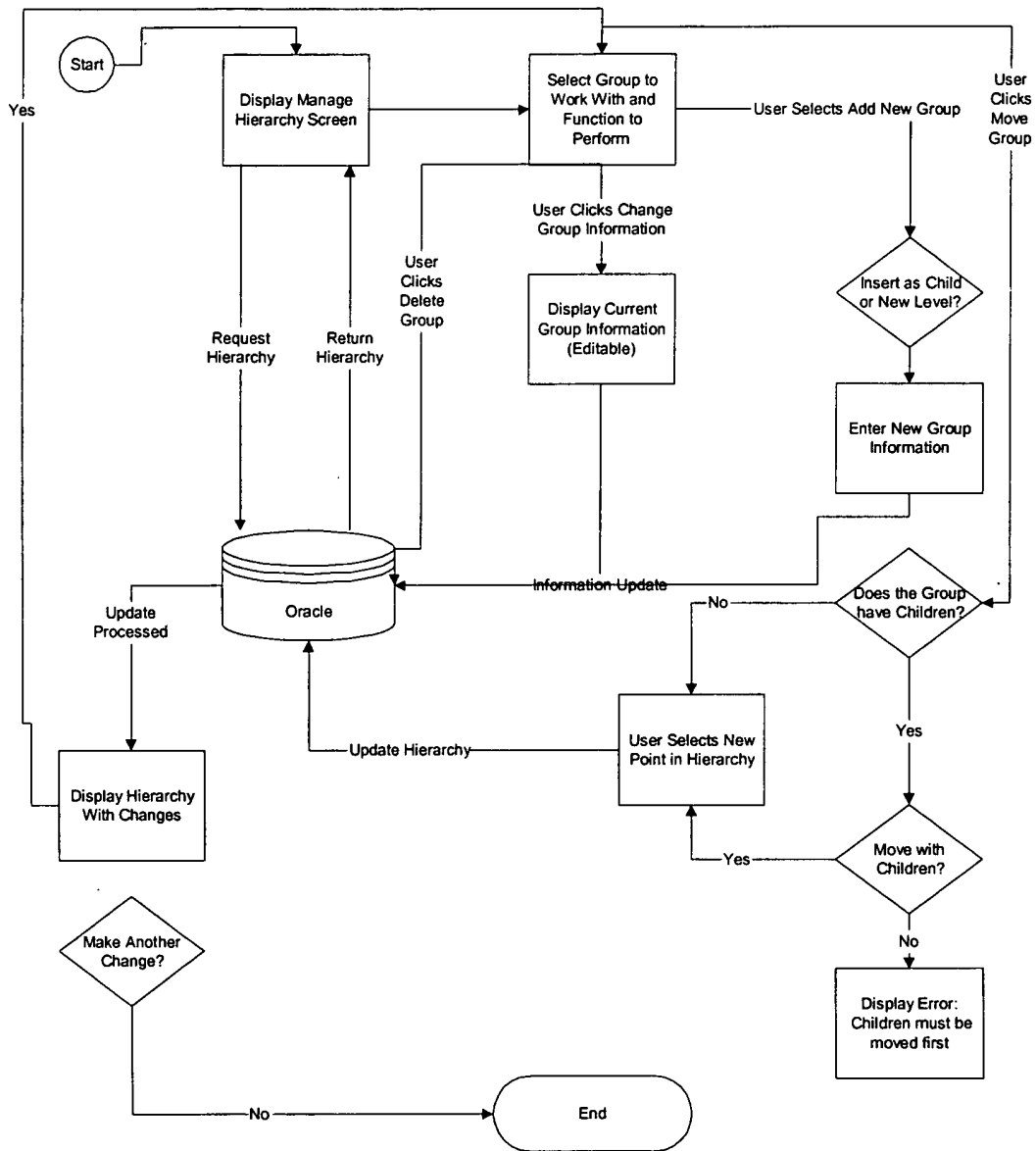
8600

602



**Fig. 86**

8700

**Group Hierarchy Management: Data Flow****Fig. 87**

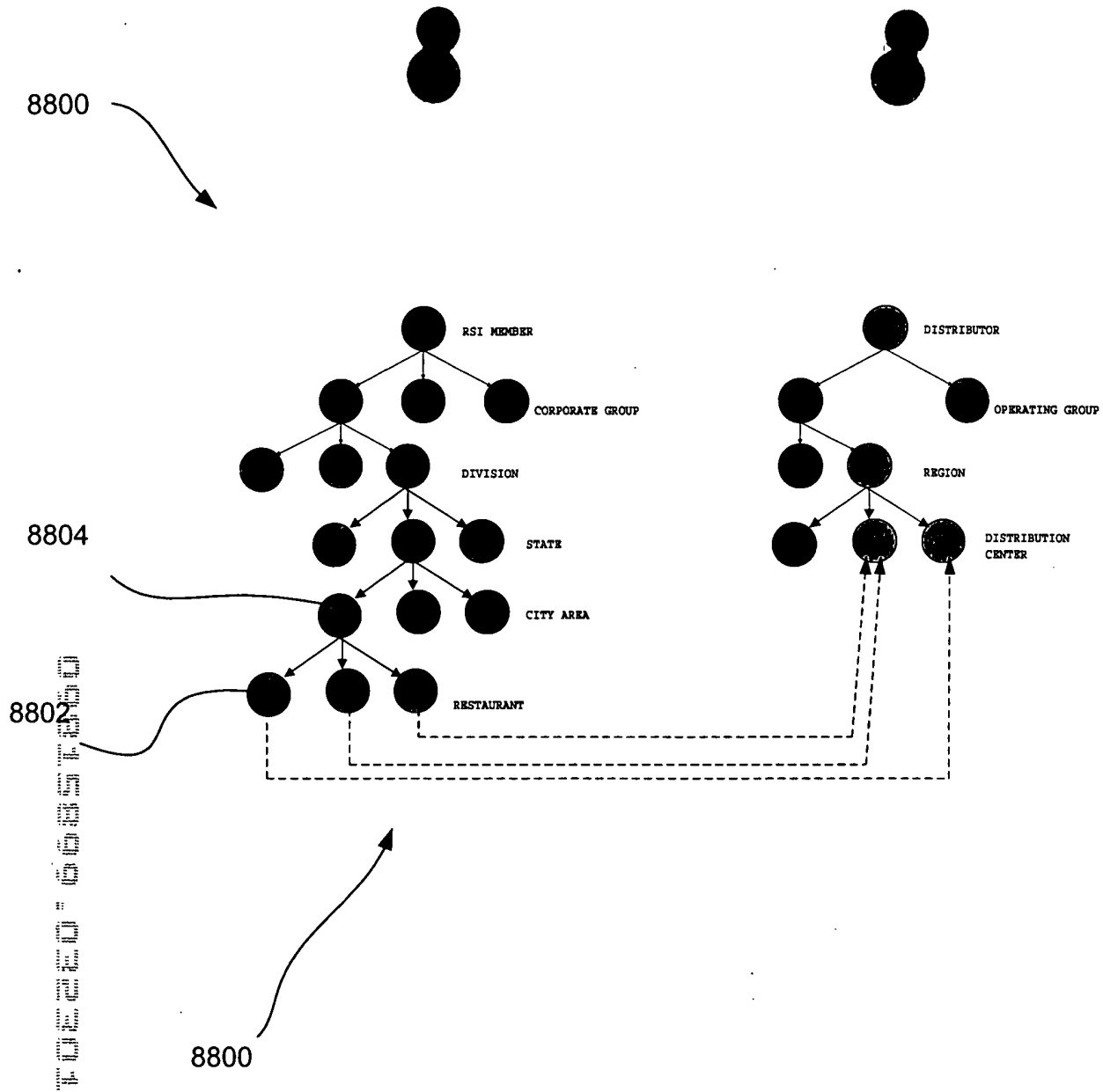


Fig. 88

8902

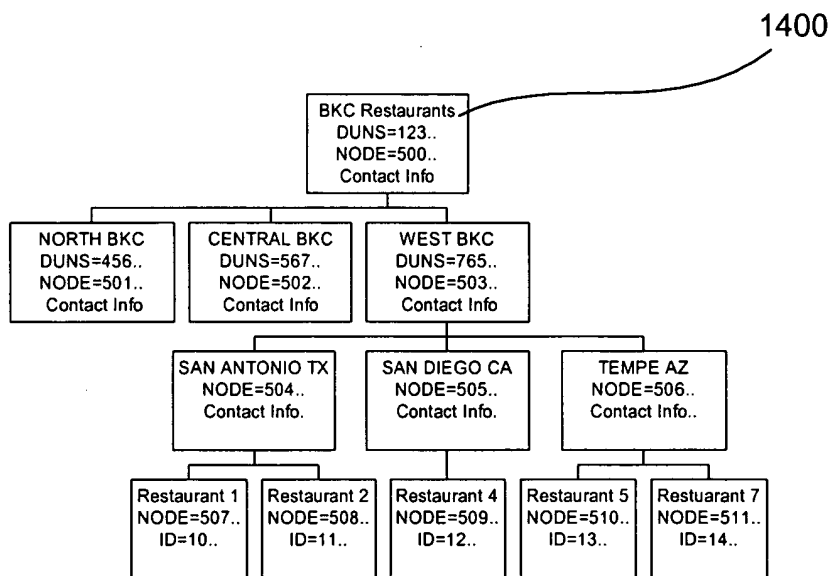


Fig. 89

FIG. 90

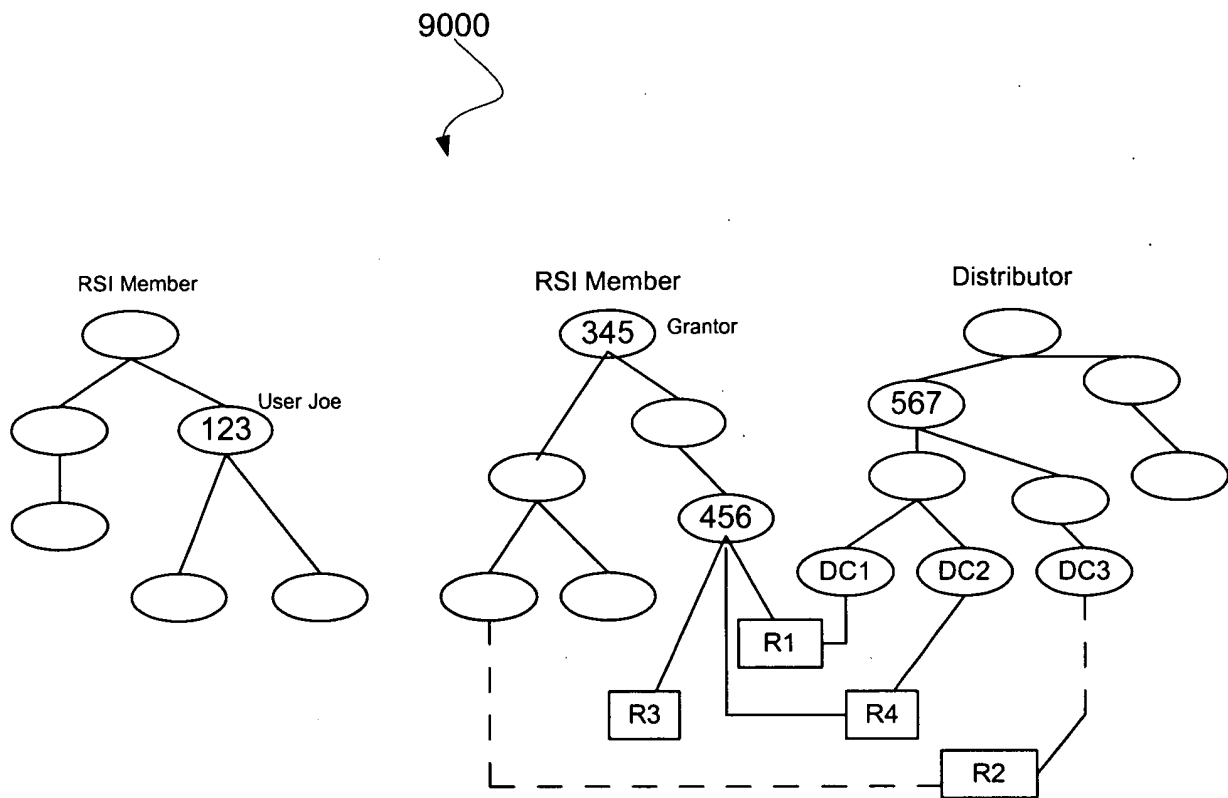


FIG. 90

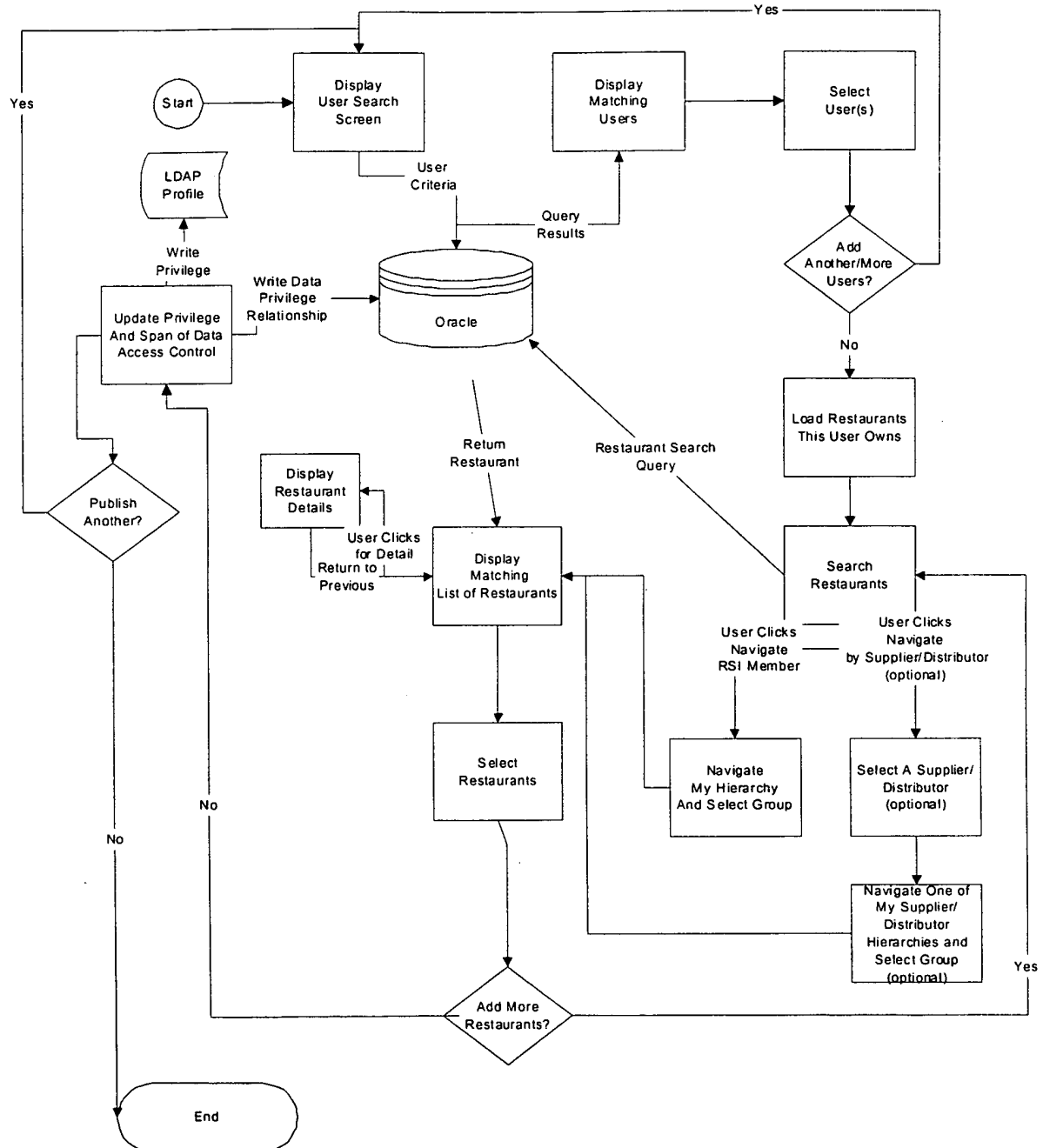
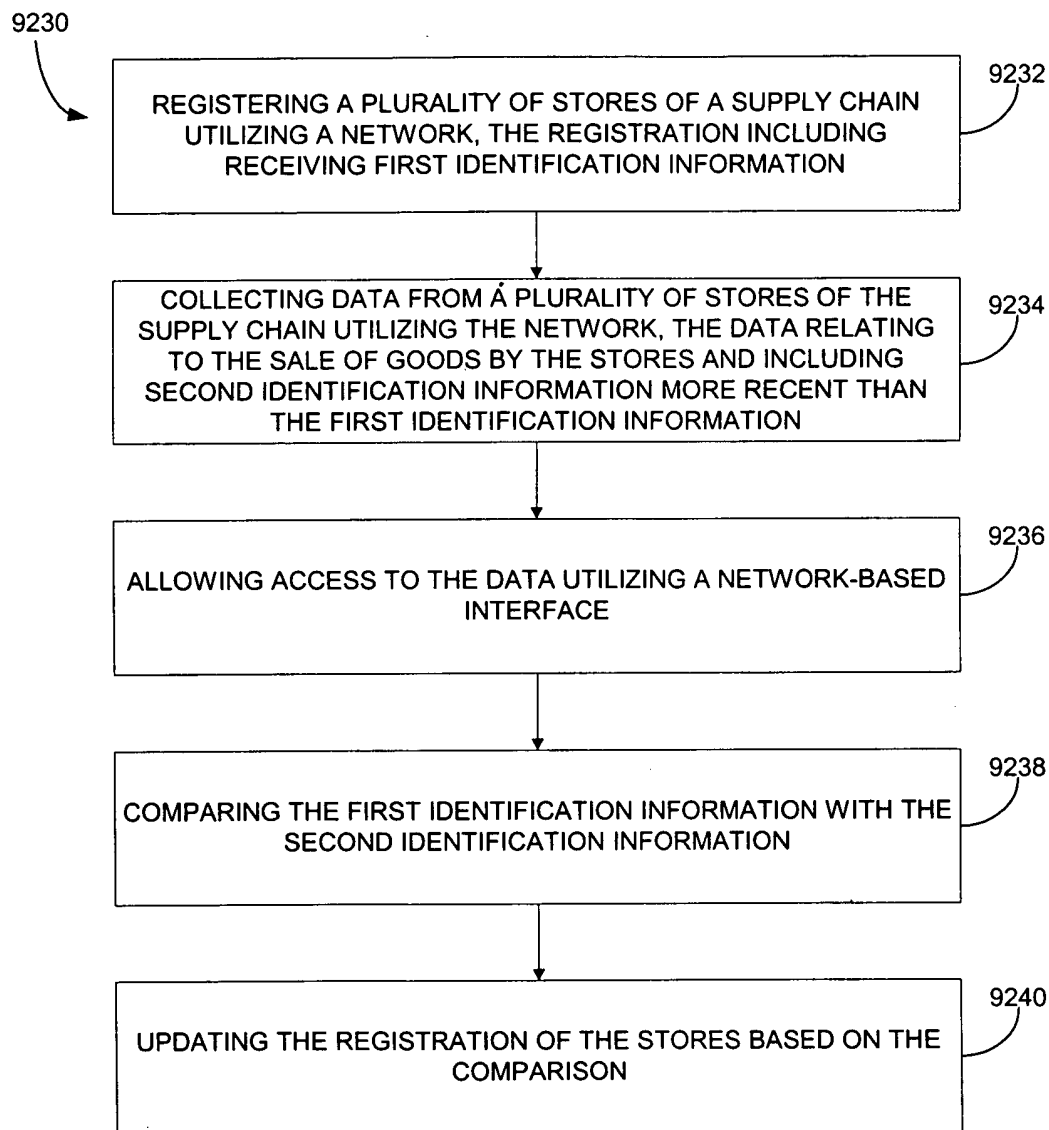
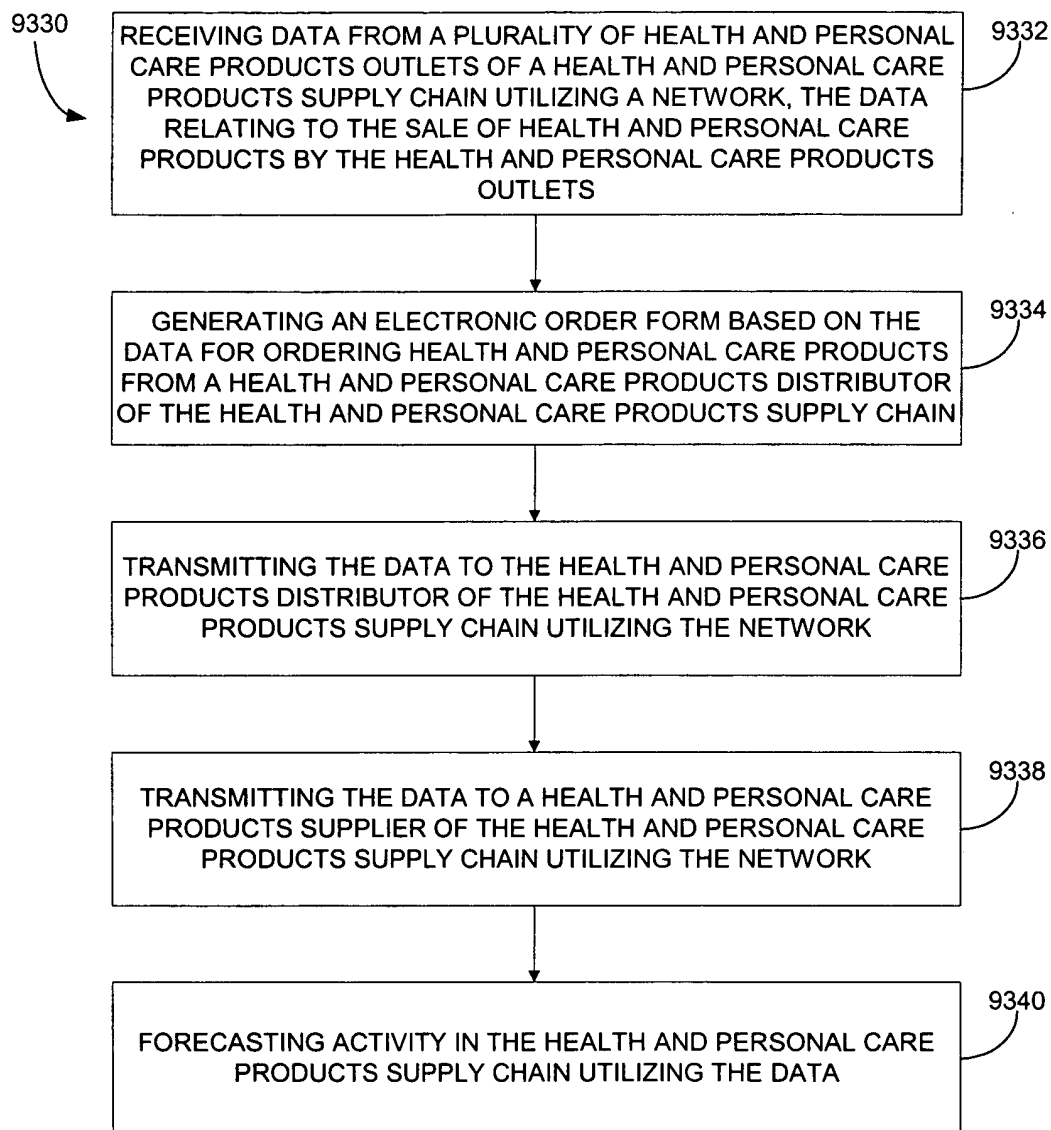


Fig. 91

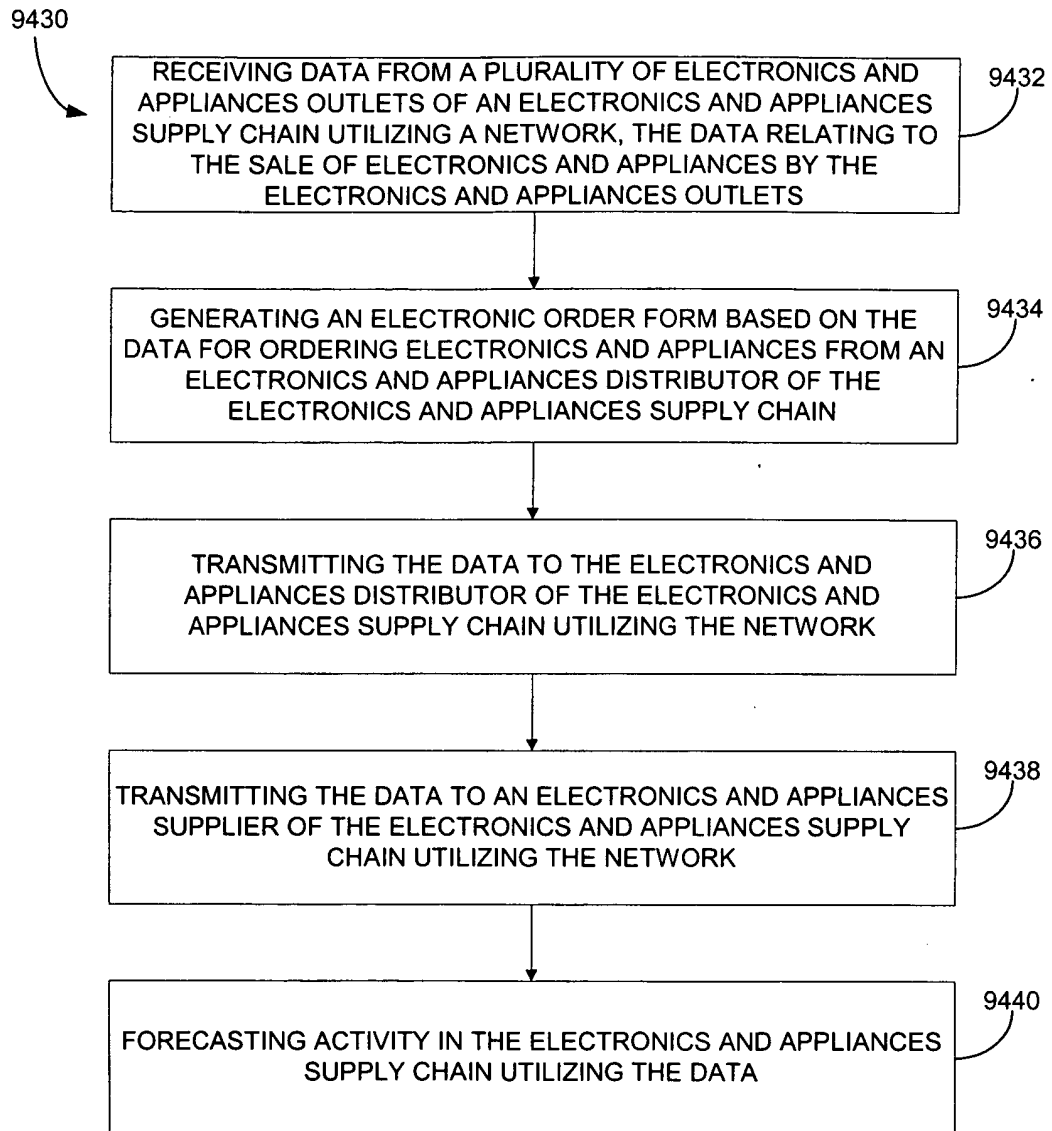


**FIG. 92**

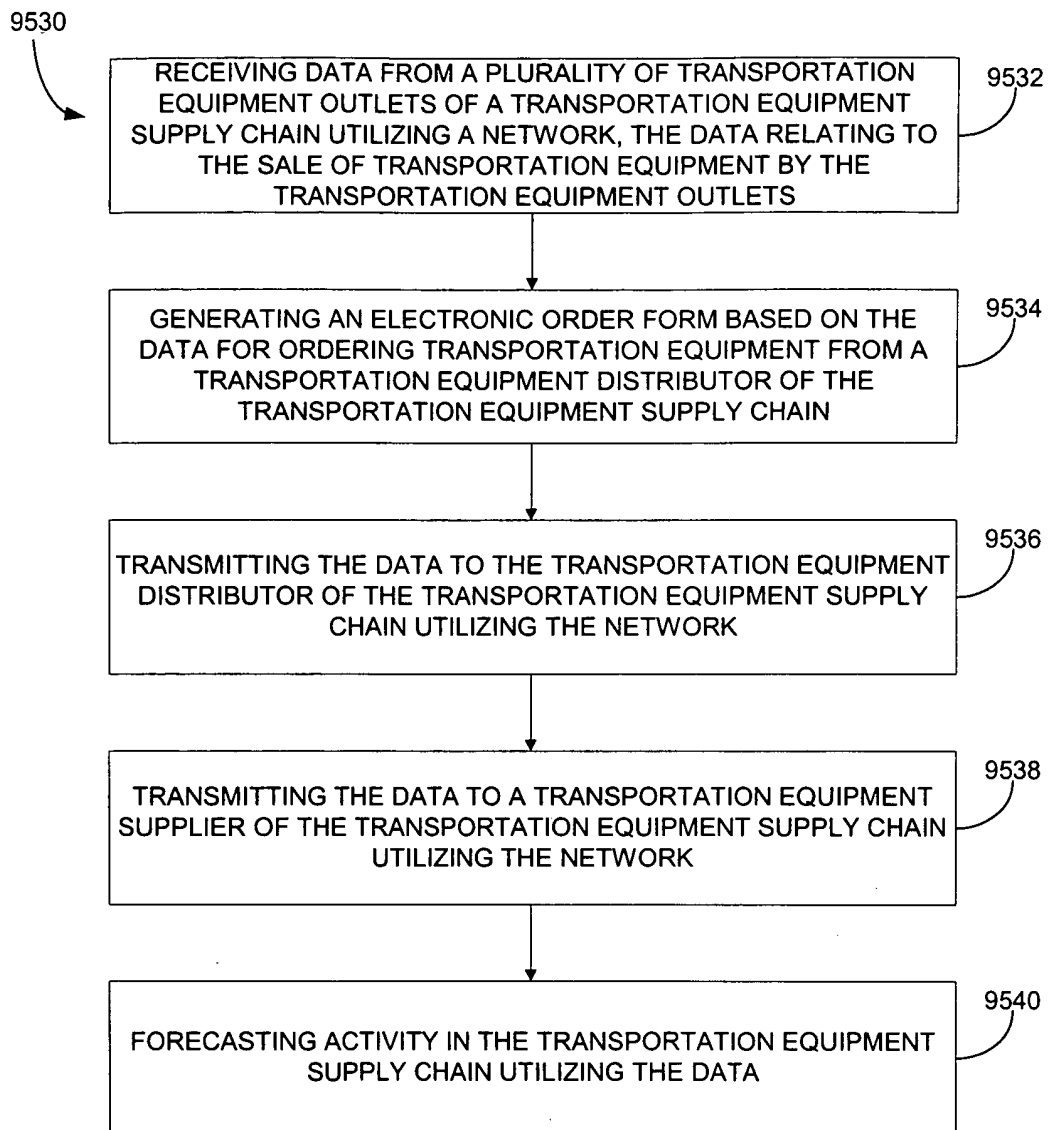




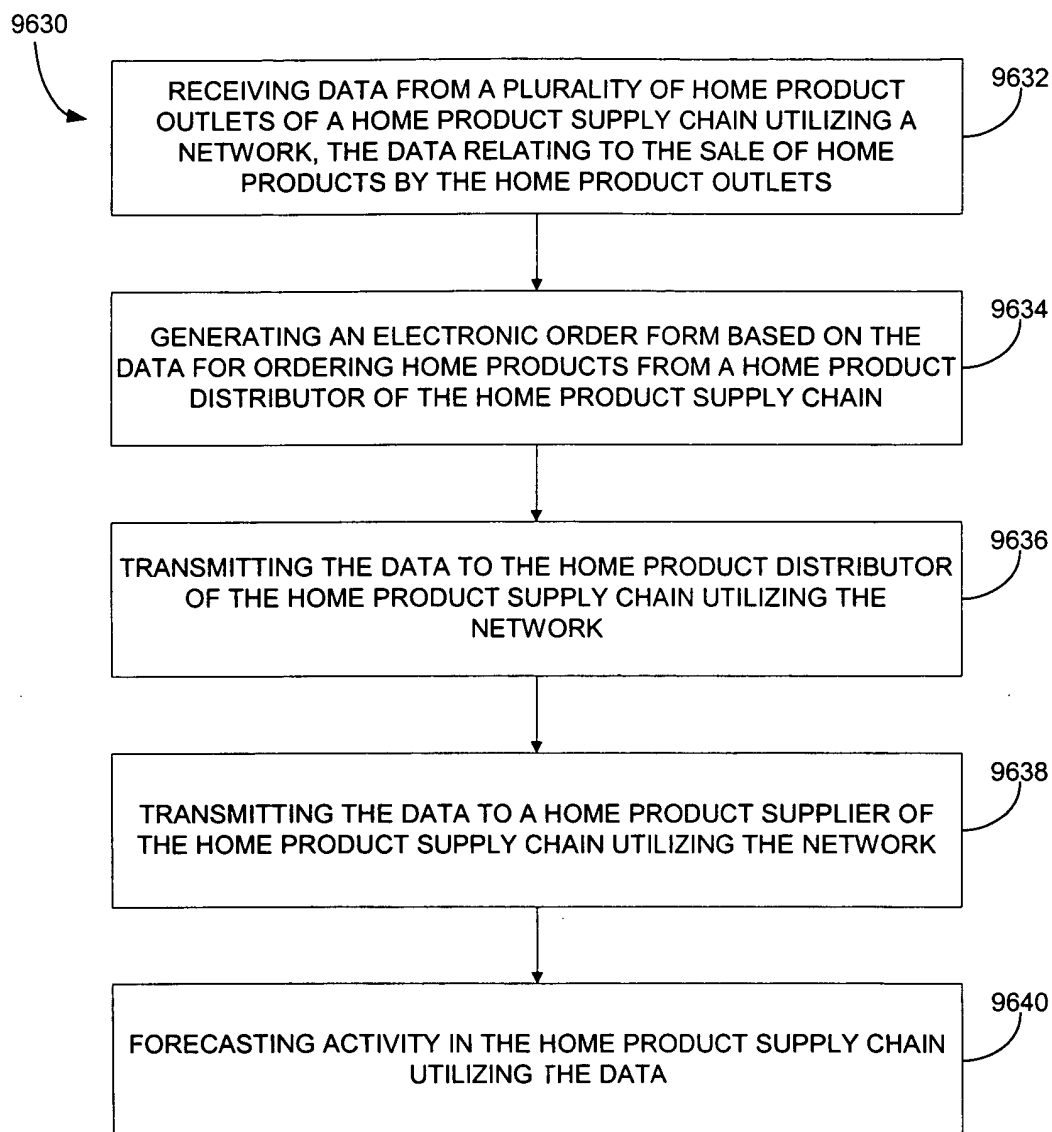
**FIG. 93**



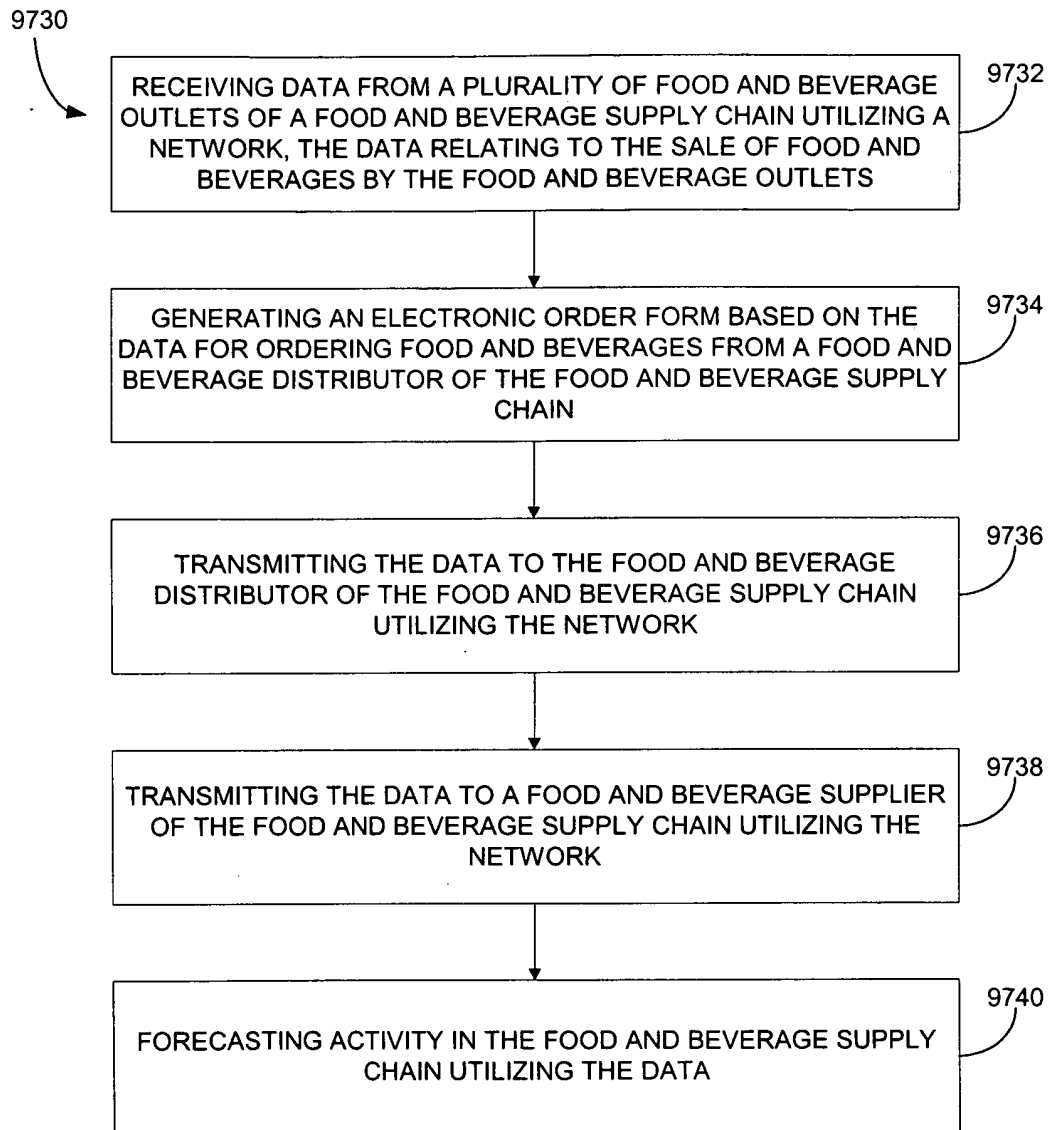
**FIG. 94**



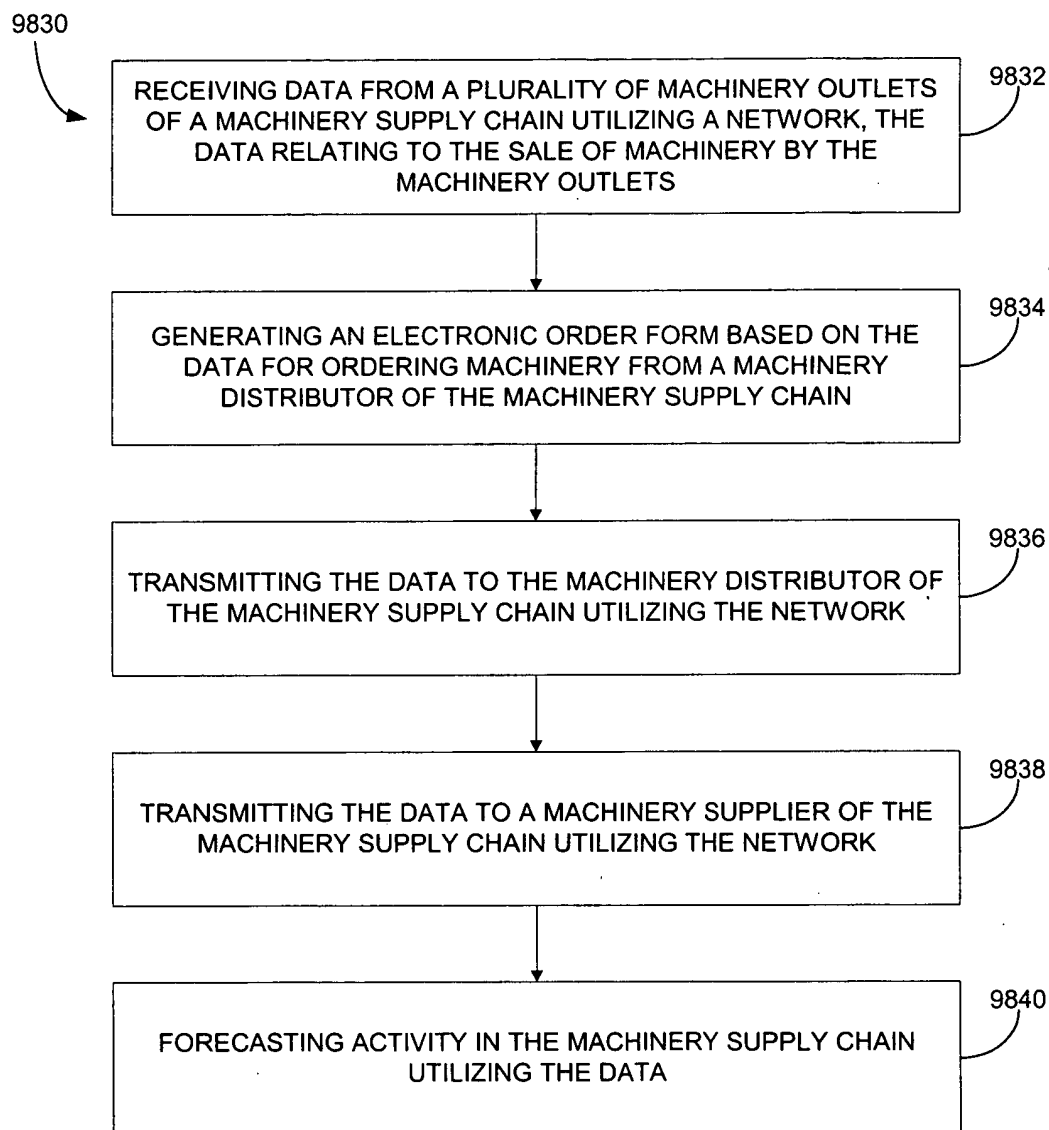
**FIG. 95**



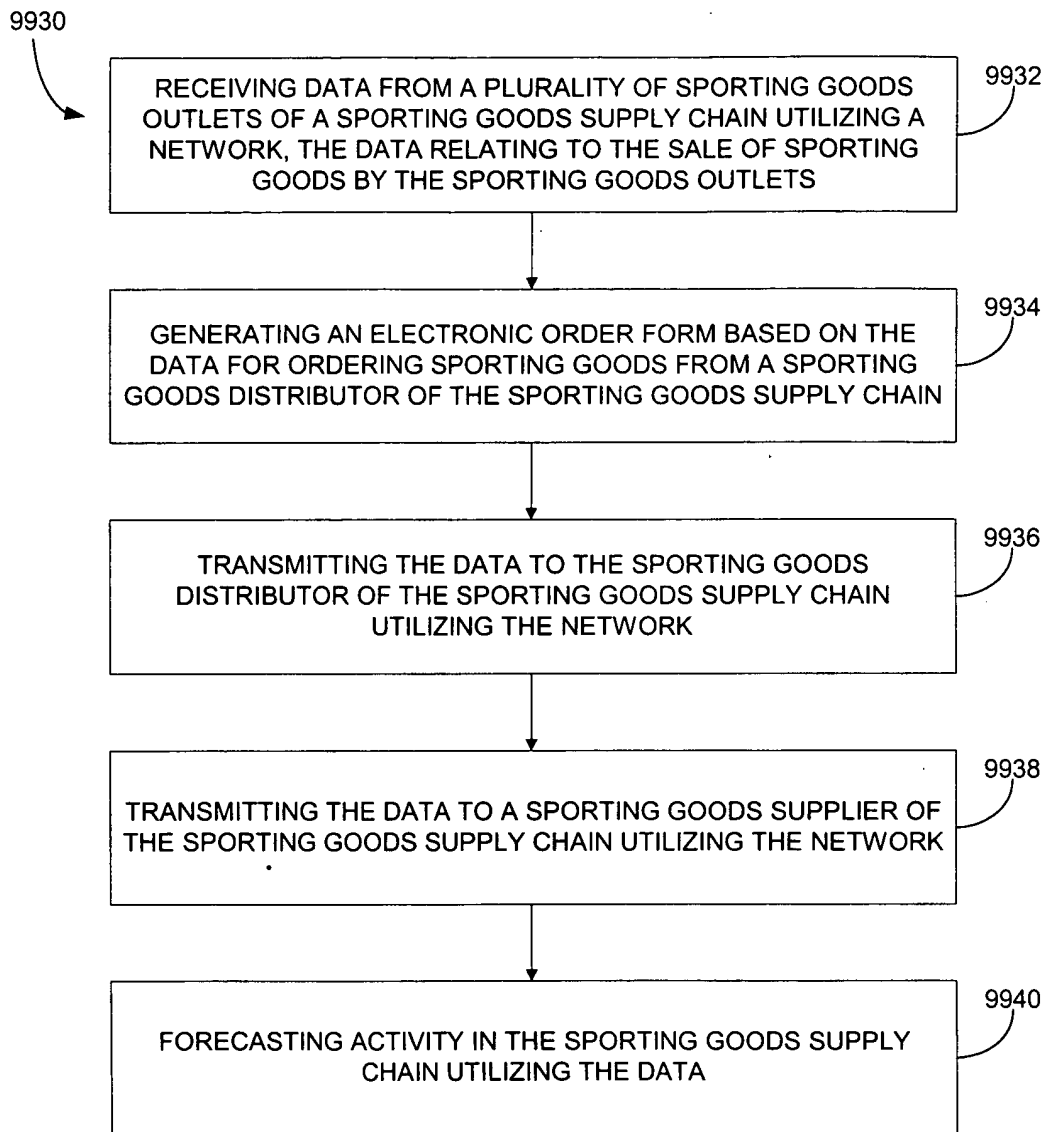
**FIG. 96**



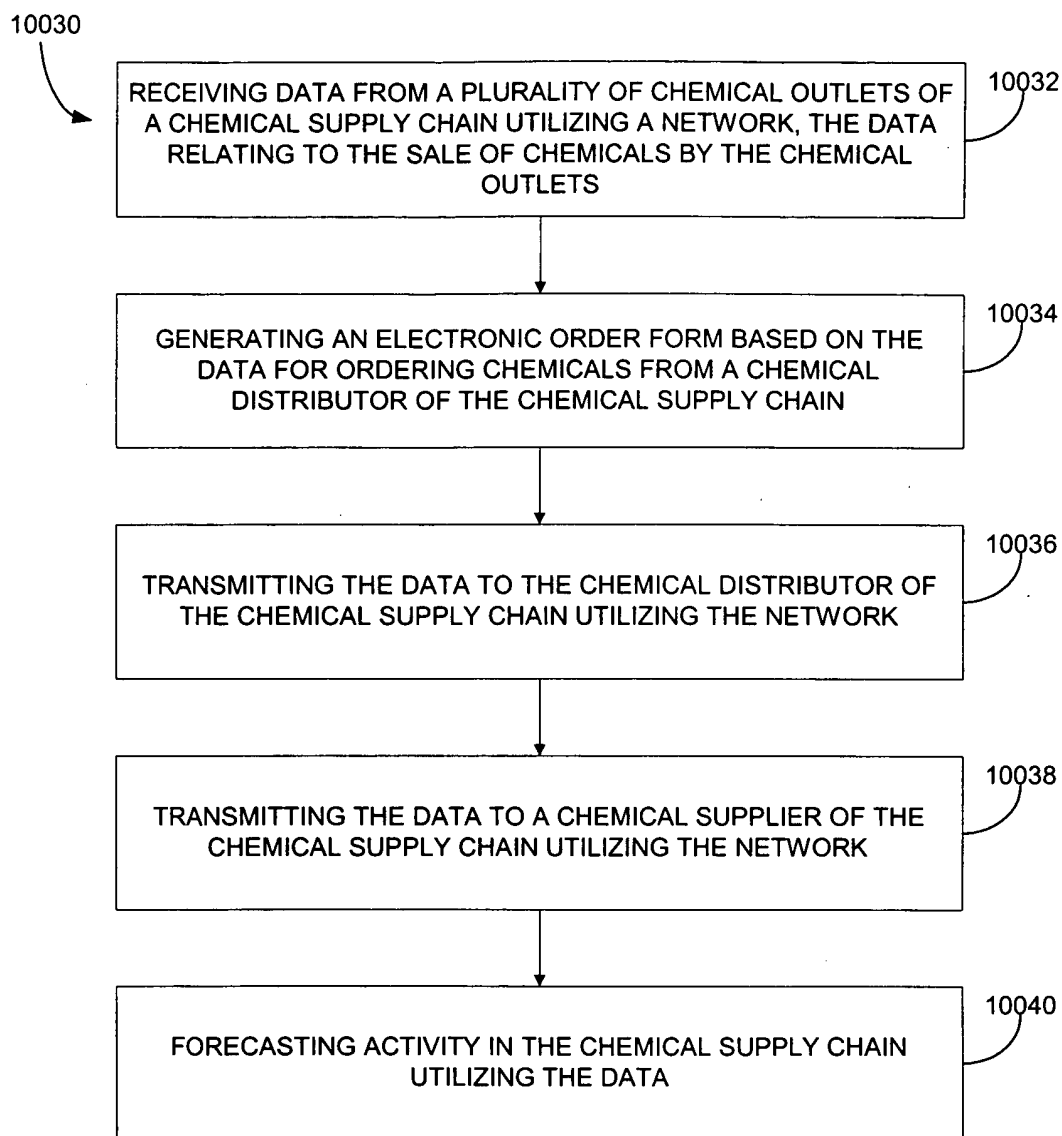
**FIG. 97**



**FIG. 98**



**FIG. 99**



**FIG. 100**



```
graph TD; 10130[10130] --> 10132[RECEIVING DATA FROM A PLURALITY OF DEPARTMENT STORE OUTLETS OF A DEPARTMENT STORE SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF DEPARTMENT STORE PRODUCTS BY THE DEPARTMENT STORE OUTLETS]; 10132 --> 10134[GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING DEPARTMENT STORE PRODUCTS FROM A DEPARTMENT STORE DISTRIBUTOR OF THE DEPARTMENT STORE SUPPLY CHAIN]; 10134 --> 10136[TRANSMITTING THE DATA TO THE DEPARTMENT STORE DISTRIBUTOR OF THE DEPARTMENT STORE SUPPLY CHAIN UTILIZING THE NETWORK]; 10136 --> 10138[TRANSMITTING THE DATA TO A DEPARTMENT STORE SUPPLIER OF THE DEPARTMENT STORE SUPPLY CHAIN UTILIZING THE NETWORK]; 10138 --> 10140[FORECASTING ACTIVITY IN THE DEPARTMENT STORE SUPPLY CHAIN UTILIZING THE DATA];
```

10130

RECEIVING DATA FROM A PLURALITY OF DEPARTMENT STORE OUTLETS OF A DEPARTMENT STORE SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF DEPARTMENT STORE PRODUCTS BY THE DEPARTMENT STORE OUTLETS 10132

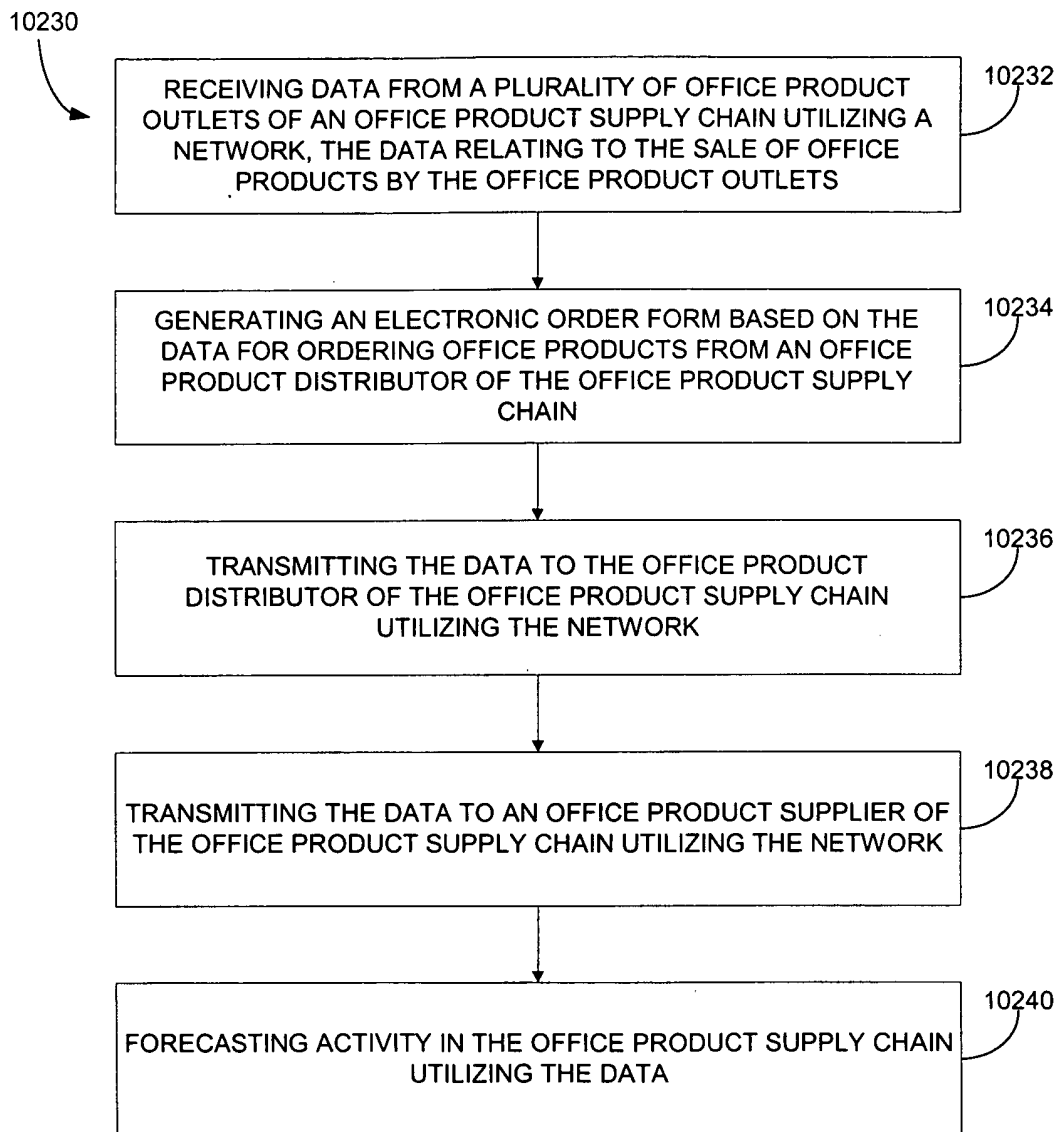
GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING DEPARTMENT STORE PRODUCTS FROM A DEPARTMENT STORE DISTRIBUTOR OF THE DEPARTMENT STORE SUPPLY CHAIN 10134

TRANSMITTING THE DATA TO THE DEPARTMENT STORE DISTRIBUTOR OF THE DEPARTMENT STORE SUPPLY CHAIN UTILIZING THE NETWORK 10136

TRANSMITTING THE DATA TO A DEPARTMENT STORE SUPPLIER OF THE DEPARTMENT STORE SUPPLY CHAIN UTILIZING THE NETWORK 10138

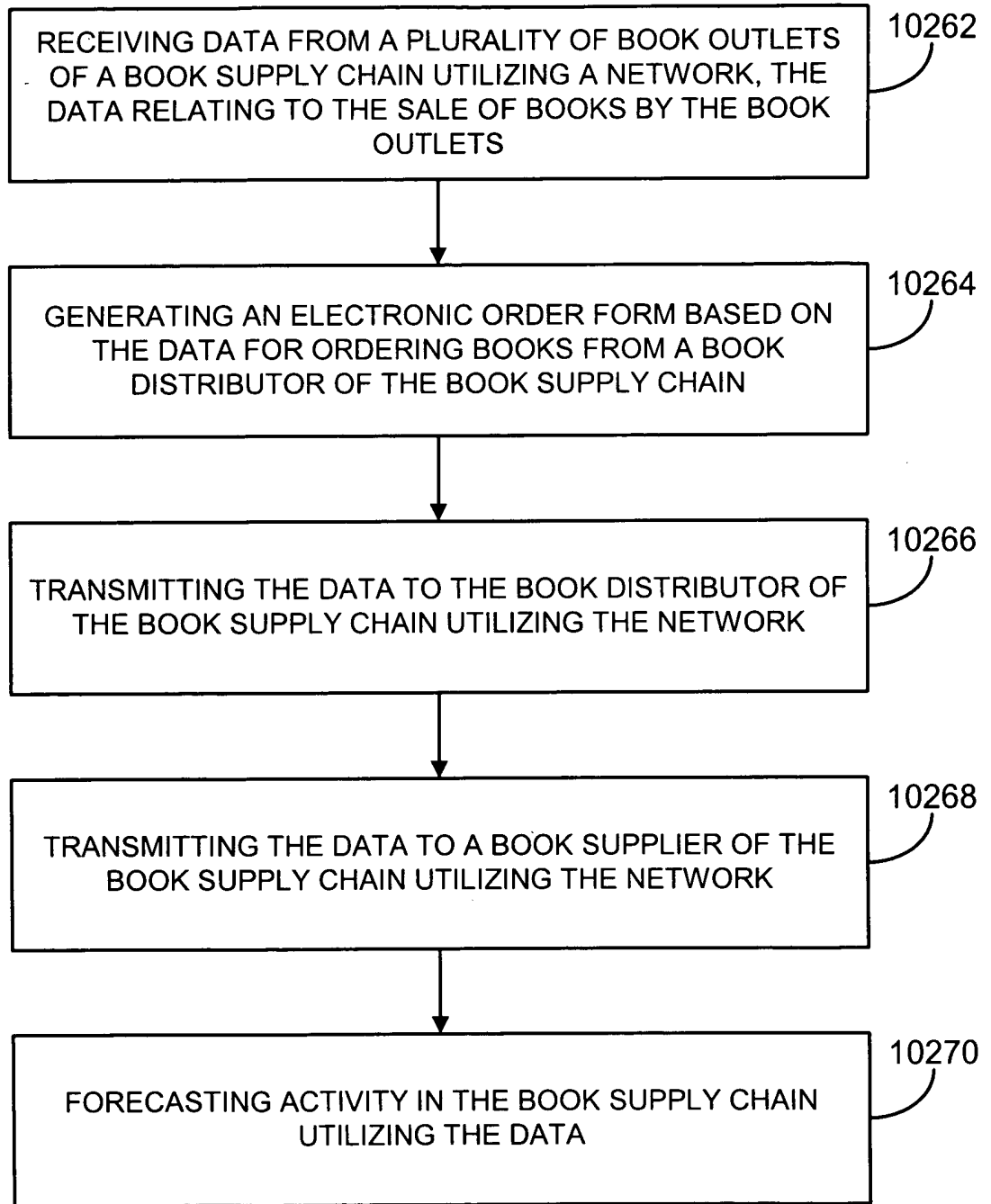
FORECASTING ACTIVITY IN THE DEPARTMENT STORE SUPPLY CHAIN UTILIZING THE DATA 10140

FIG. 101



**FIG. 102A**

10260



**FIG. 102B**

```
graph TD; 10330[10330] --> 10332[RECEIVING DATA FROM A PLURALITY OF GAS STATION OUTLETS OF A GAS STATION SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GAS STATION GOODS AND SERVICES BY THE GAS STATION OUTLETS]; 10332 --> 10334[GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING GAS STATION GOODS AND SERVICES FROM A GAS STATION DISTRIBUTOR OF THE GAS STATION SUPPLY CHAIN]; 10334 --> 10336[TRANSMITTING THE DATA TO THE GAS STATION DISTRIBUTOR OF THE GAS STATION SUPPLY CHAIN UTILIZING THE NETWORK]; 10336 --> 10338[TRANSMITTING THE DATA TO A GAS STATION SUPPLIER OF THE GAS STATION SUPPLY CHAIN UTILIZING THE NETWORK]; 10338 --> 10340[FORECASTING ACTIVITY IN THE GAS STATION SUPPLY CHAIN UTILIZING THE DATA];
```

10330

RECEIVING DATA FROM A PLURALITY OF GAS STATION OUTLETS OF A GAS STATION SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GAS STATION GOODS AND SERVICES BY THE GAS STATION OUTLETS 10332

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING GAS STATION GOODS AND SERVICES FROM A GAS STATION DISTRIBUTOR OF THE GAS STATION SUPPLY CHAIN 10334

TRANSMITTING THE DATA TO THE GAS STATION DISTRIBUTOR OF THE GAS STATION SUPPLY CHAIN UTILIZING THE NETWORK 10336

TRANSMITTING THE DATA TO A GAS STATION SUPPLIER OF THE GAS STATION SUPPLY CHAIN UTILIZING THE NETWORK 10338

FORECASTING ACTIVITY IN THE GAS STATION SUPPLY CHAIN UTILIZING THE DATA 10340

**FIG. 103**

```
graph TD; 10430[10430] --> 10432[RECEIVING DATA FROM A PLURALITY OF CONVENIENCE STORE OUTLETS OF AN CONVENIENCE STORE SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF CONVENIENCE STORE PRODUCTS AND SERVICES BY THE CONVENIENCE STORE OUTLETS]; 10432 --> 10434[GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING CONVENIENCE STORE PRODUCTS AND SERVICES FROM AN CONVENIENCE STORE DISTRIBUTOR OF THE CONVENIENCE STORE SUPPLY CHAIN]; 10434 --> 10436[TRANSMITTING THE DATA TO THE CONVENIENCE STORE DISTRIBUTOR OF THE CONVENIENCE STORE SUPPLY CHAIN UTILIZING THE NETWORK]; 10436 --> 10438[TRANSMITTING THE DATA TO AN CONVENIENCE STORE SUPPLIER OF THE CONVENIENCE STORE SUPPLY CHAIN UTILIZING THE NETWORK]; 10438 --> 10440[FORECASTING ACTIVITY IN THE CONVENIENCE STORE SUPPLY CHAIN UTILIZING THE DATA];
```

10430

RECEIVING DATA FROM A PLURALITY OF CONVENIENCE STORE OUTLETS OF AN CONVENIENCE STORE SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF CONVENIENCE STORE PRODUCTS AND SERVICES BY THE CONVENIENCE STORE OUTLETS 10432

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING CONVENIENCE STORE PRODUCTS AND SERVICES FROM AN CONVENIENCE STORE DISTRIBUTOR OF THE CONVENIENCE STORE SUPPLY CHAIN 10434

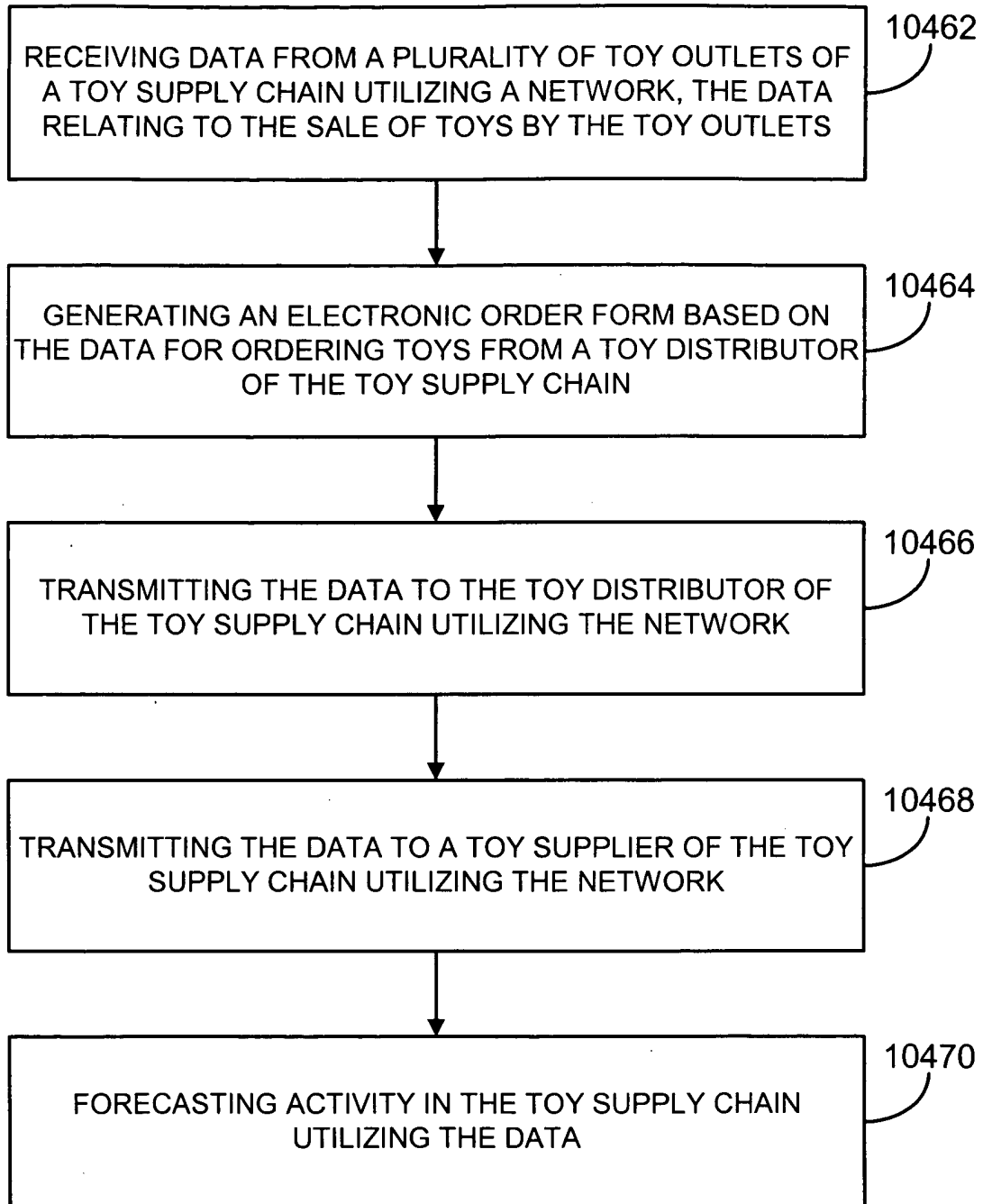
TRANSMITTING THE DATA TO THE CONVENIENCE STORE DISTRIBUTOR OF THE CONVENIENCE STORE SUPPLY CHAIN UTILIZING THE NETWORK 10436

TRANSMITTING THE DATA TO AN CONVENIENCE STORE SUPPLIER OF THE CONVENIENCE STORE SUPPLY CHAIN UTILIZING THE NETWORK 10438

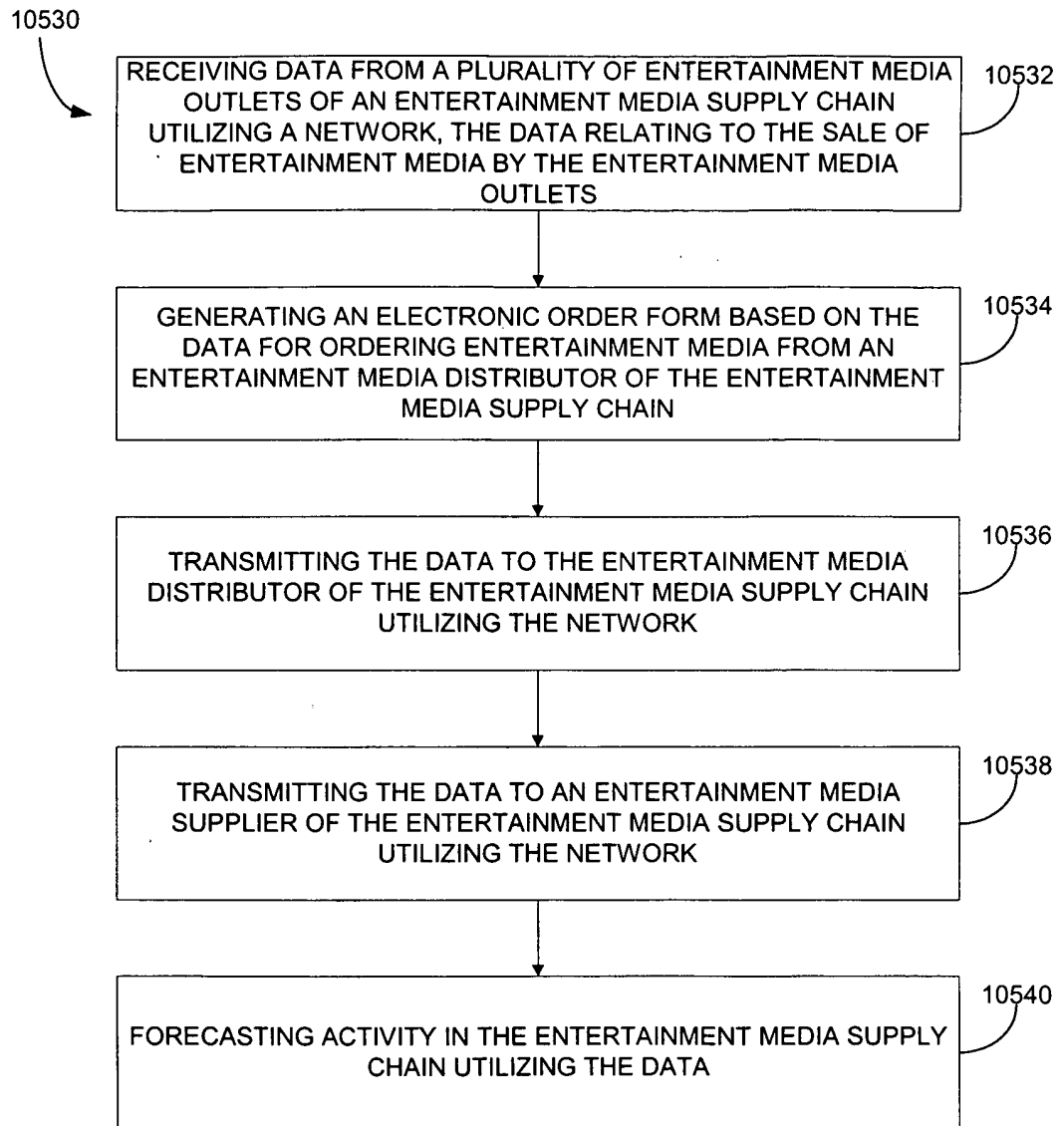
FORECASTING ACTIVITY IN THE CONVENIENCE STORE SUPPLY CHAIN UTILIZING THE DATA 10440

**FIG. 104A**

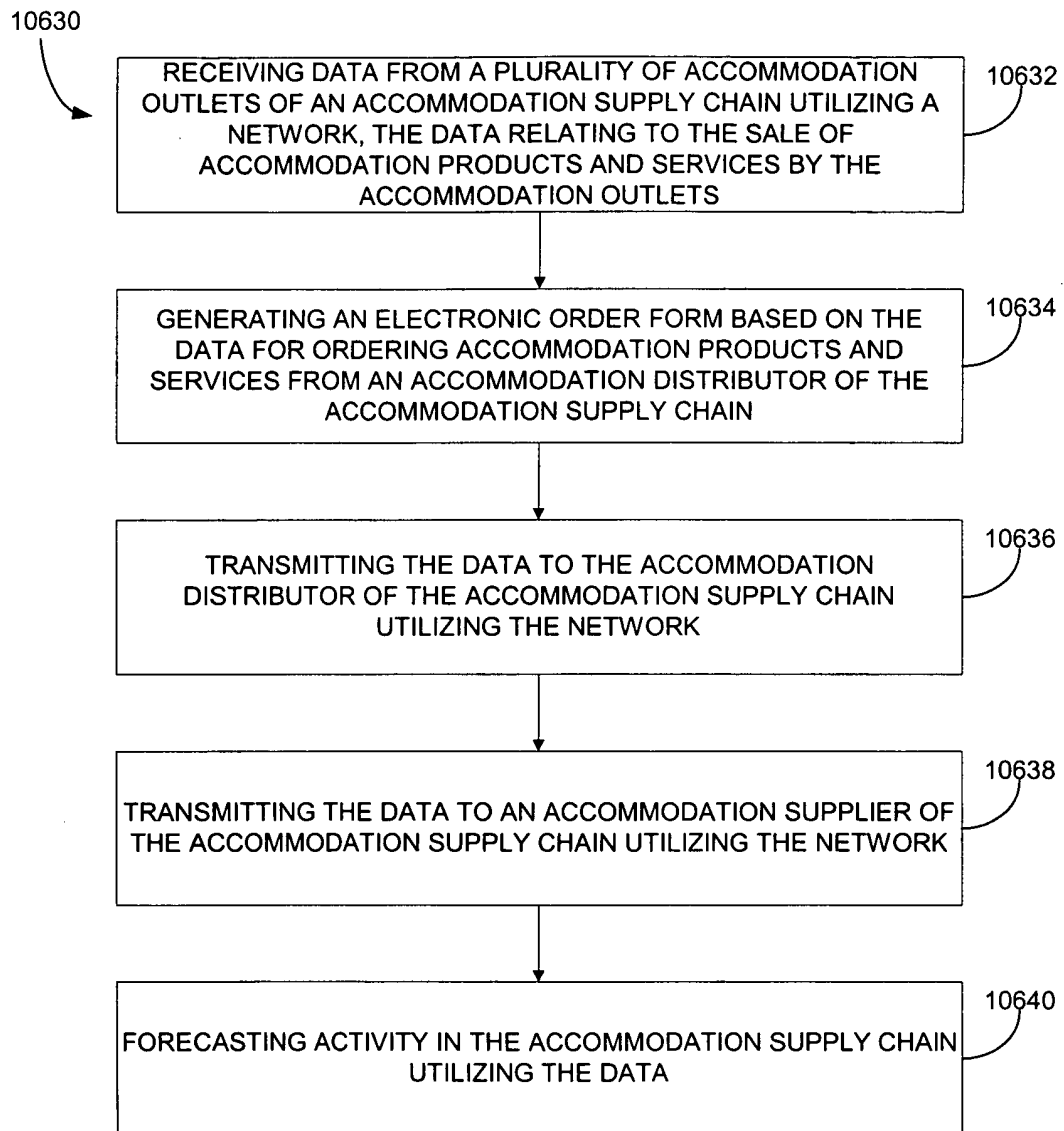
10460



**FIG. 104B**

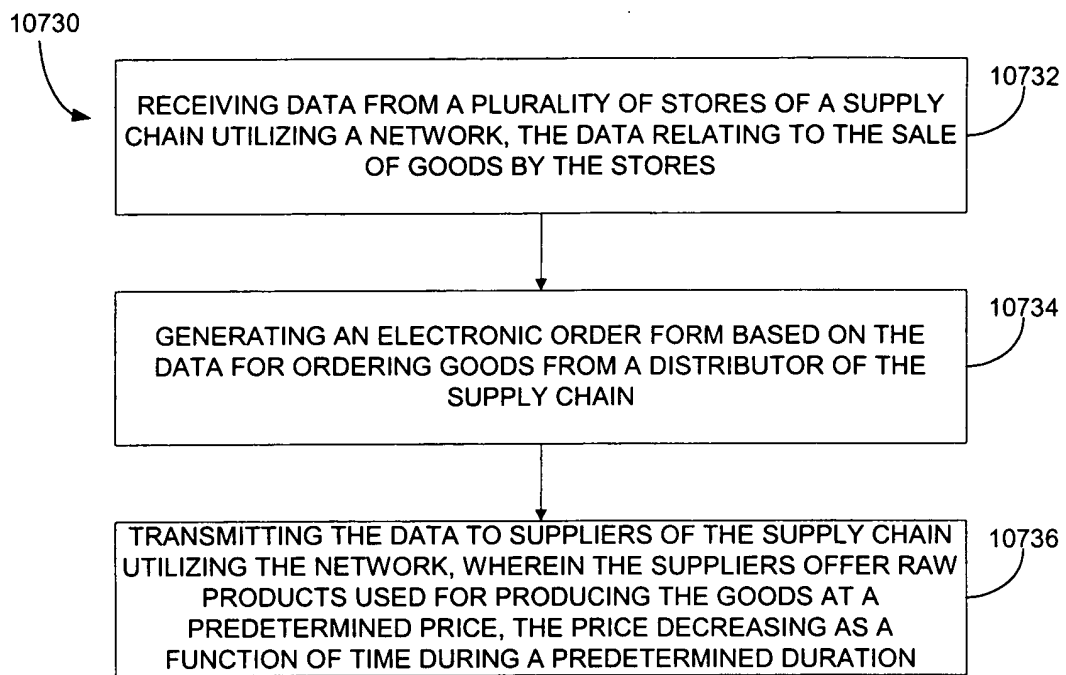


**FIG. 105**

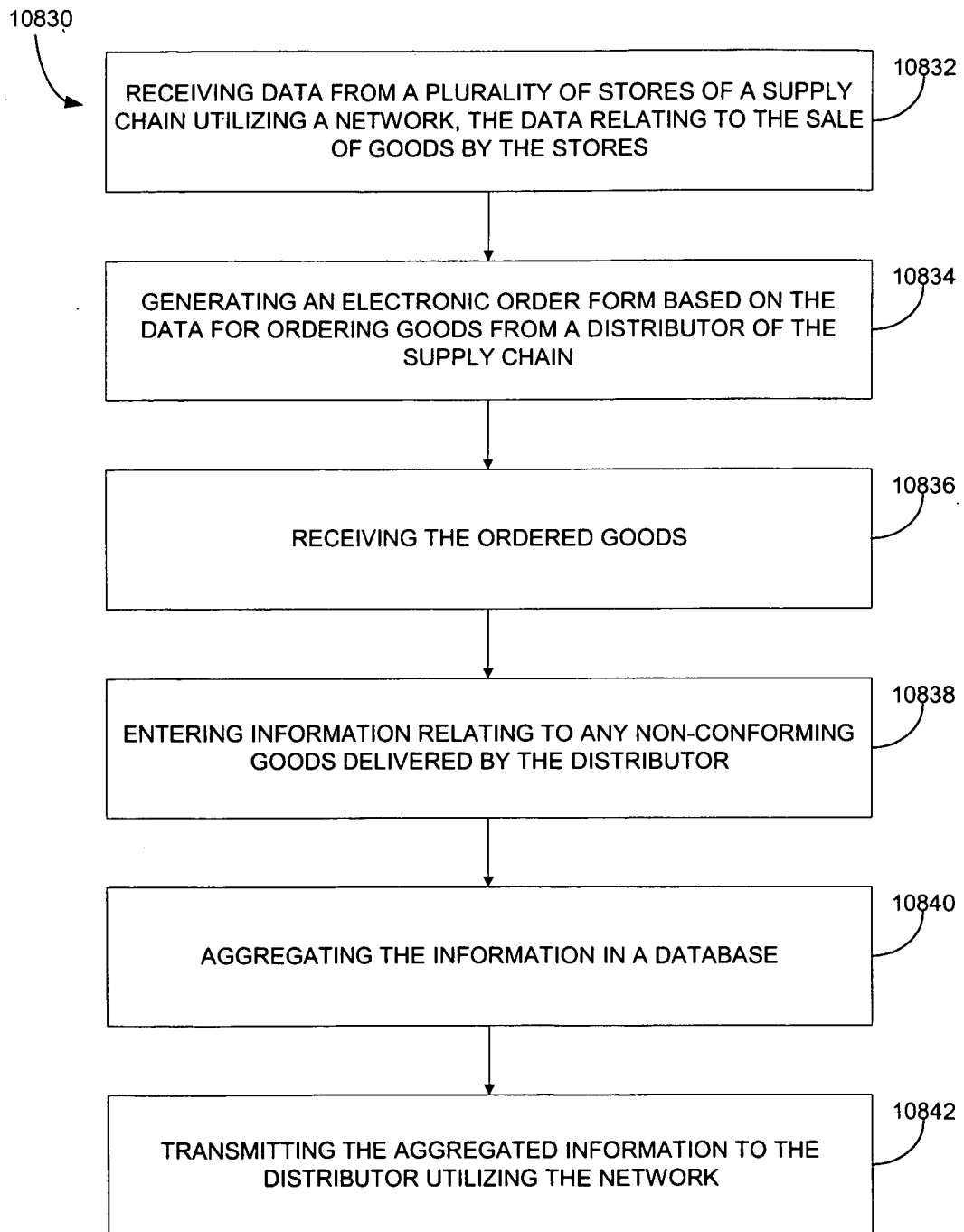


**FIG. 106**



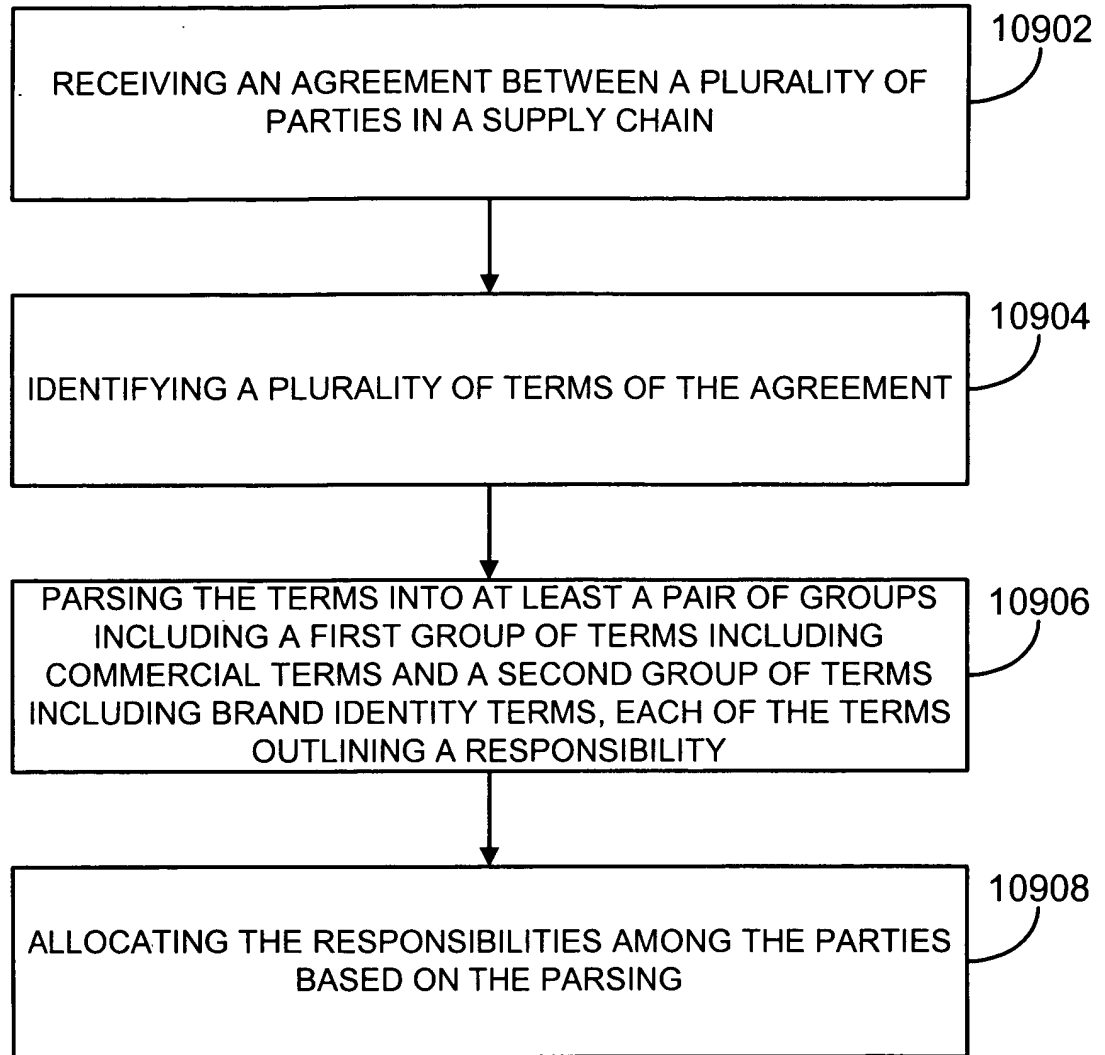


**FIG. 107**



**FIG. 108**

10900



**FIG. 109**

11000



RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11002



DETERMINING PRODUCT SUPPLY PARAMETERS CORRESPONDING TO EACH SUPPLY CHAIN PARTICIPANT BASED ON INFORMATION INCLUDING THE DATA

11004



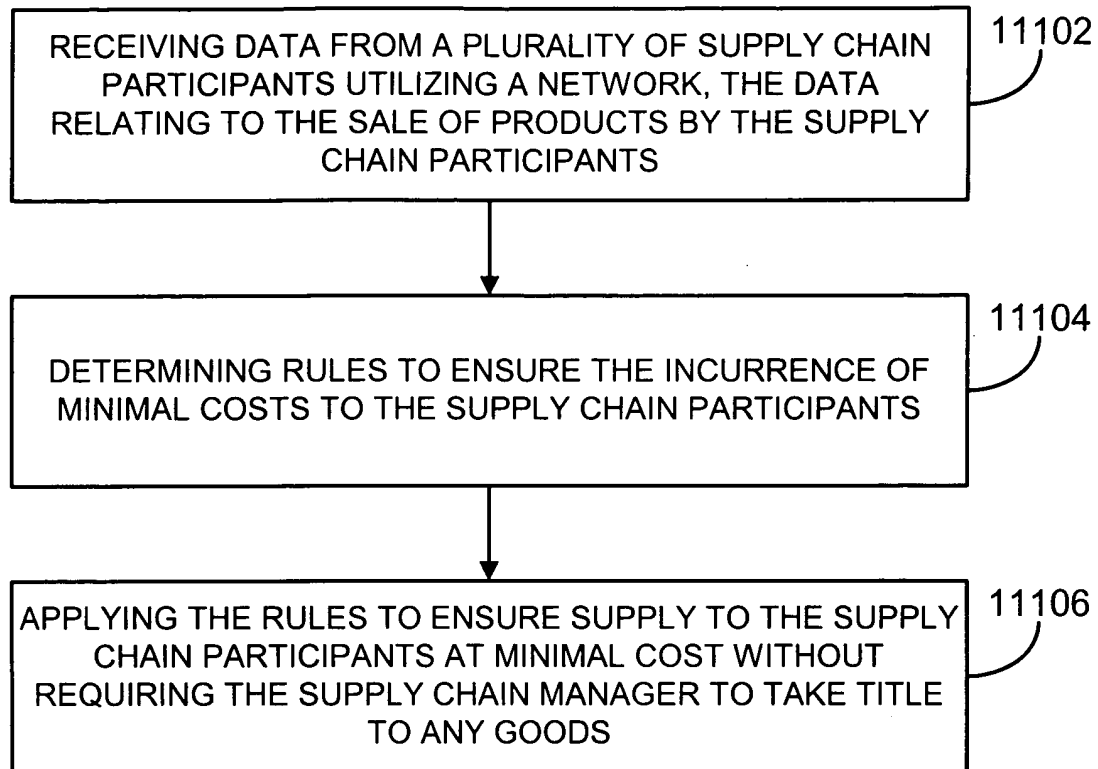
COMMUNICATING CORRESPONDING PRODUCT SUPPLY PARAMETERS TO AT LEAST ONE SUPPLY CHAIN PARTICIPANT

11006

**FIG. 110**

"11000" 11000

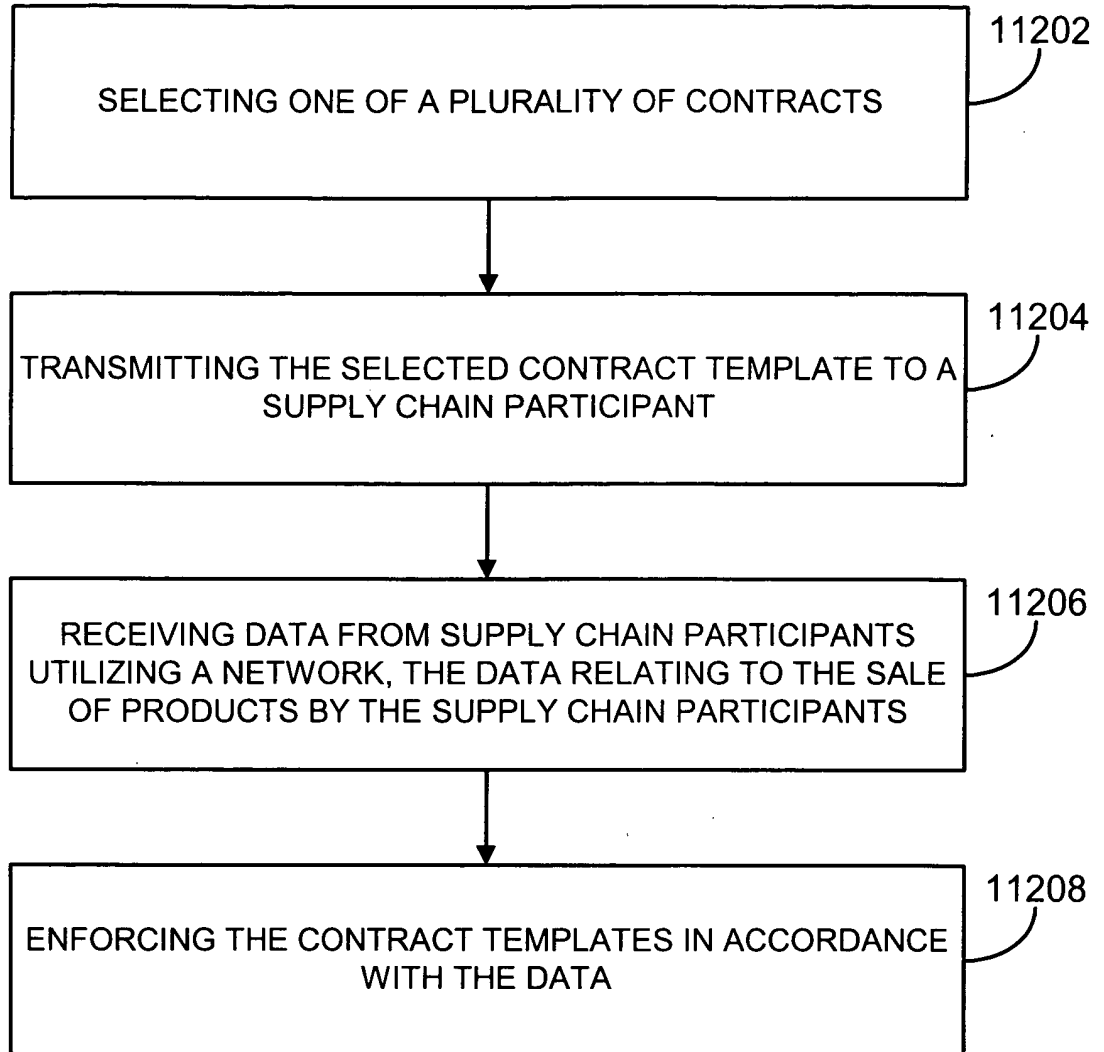
11100



**FIG. 111**

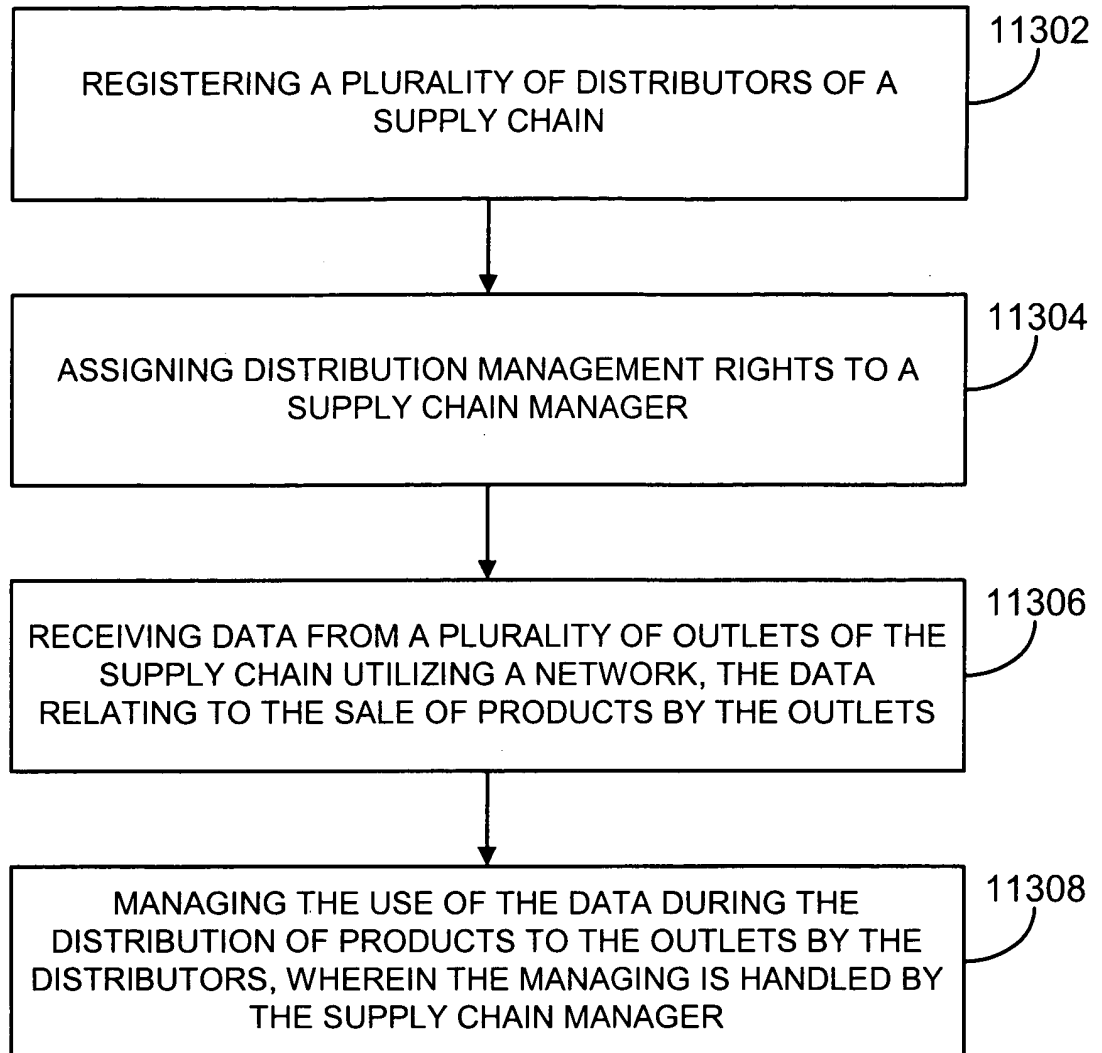
11100 11102 11104 11106

11200



**FIG. 112**

11300



**FIG. 113**

11400



REGISTERING A PLURALITY OF DISTRIBUTORS OF A  
SUPPLY CHAIN

11402

ORGANIZING AND ASSIGNING, THROUGH A SUPPLY CHAIN  
MANAGER, A LOCAL DISTRIBUTION COMMITTEE FOR EACH  
DISTRIBUTOR

11404

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF THE  
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

11406

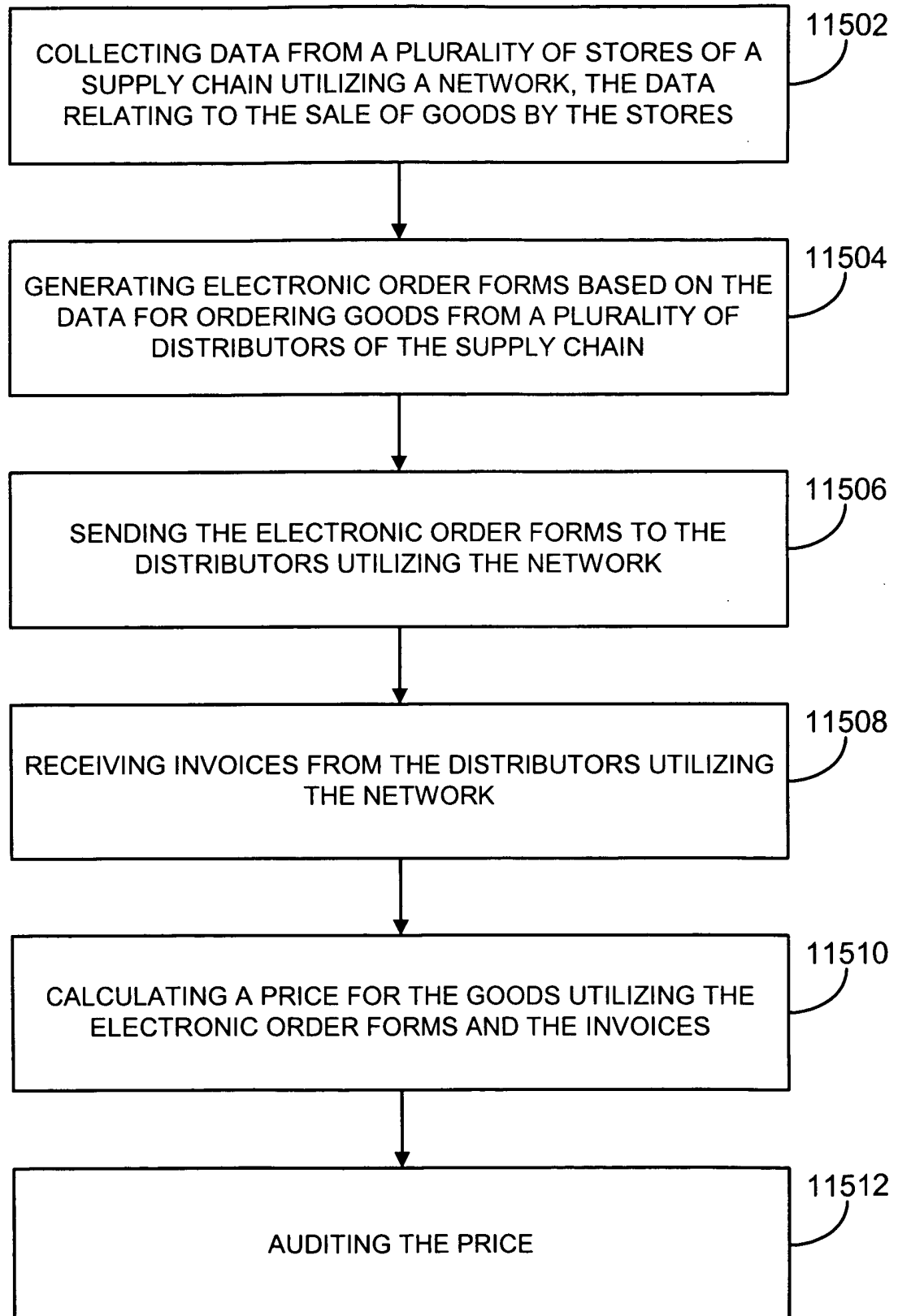
TRANSMITTING THE DATA TO EACH OF THE DISTRIBUTORS  
VIA THE CORRESPONDING LOCAL DISTRIBUTION  
COMMITTEE UTILIZING THE NETWORK

11408

**FIG. 114**

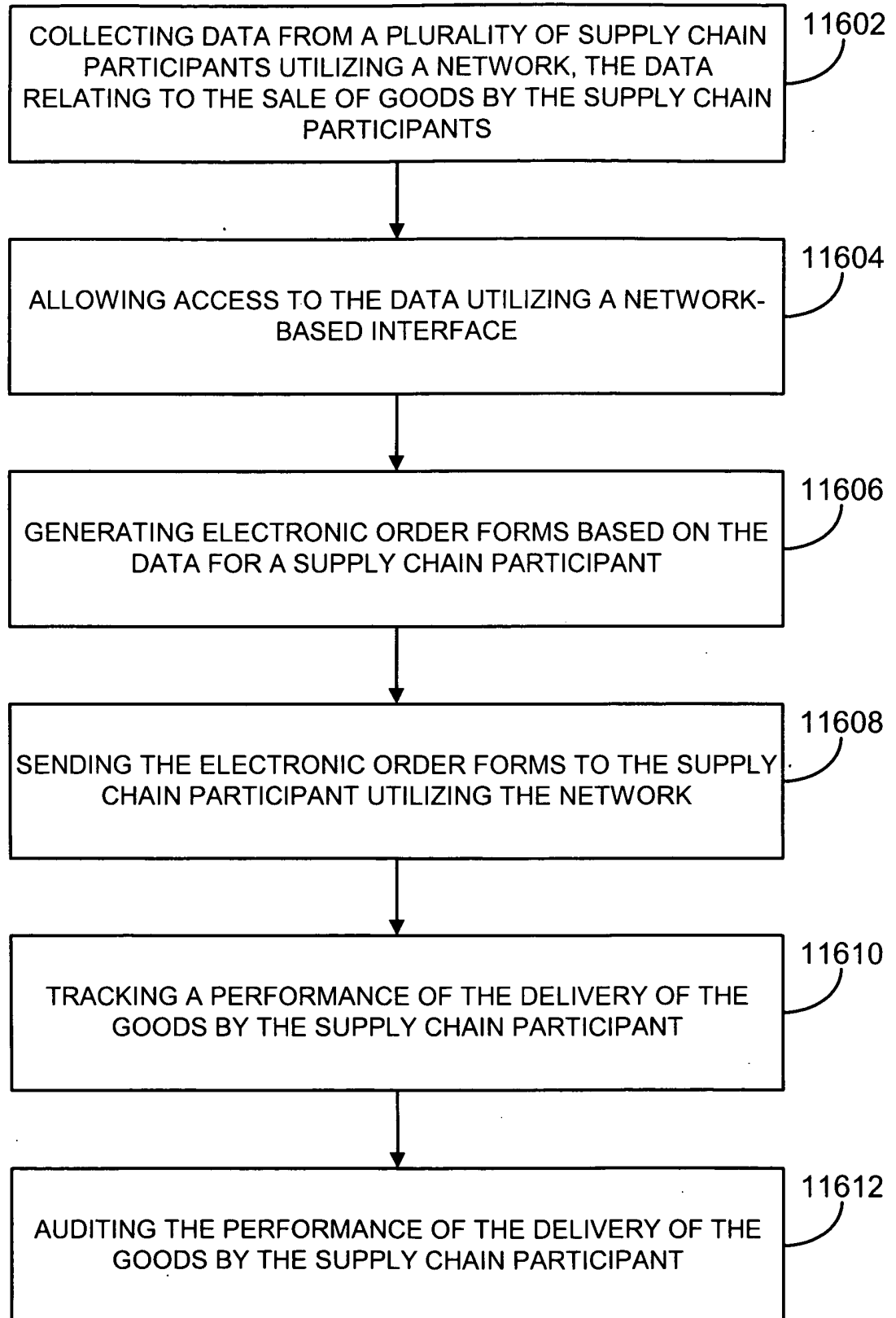


11500



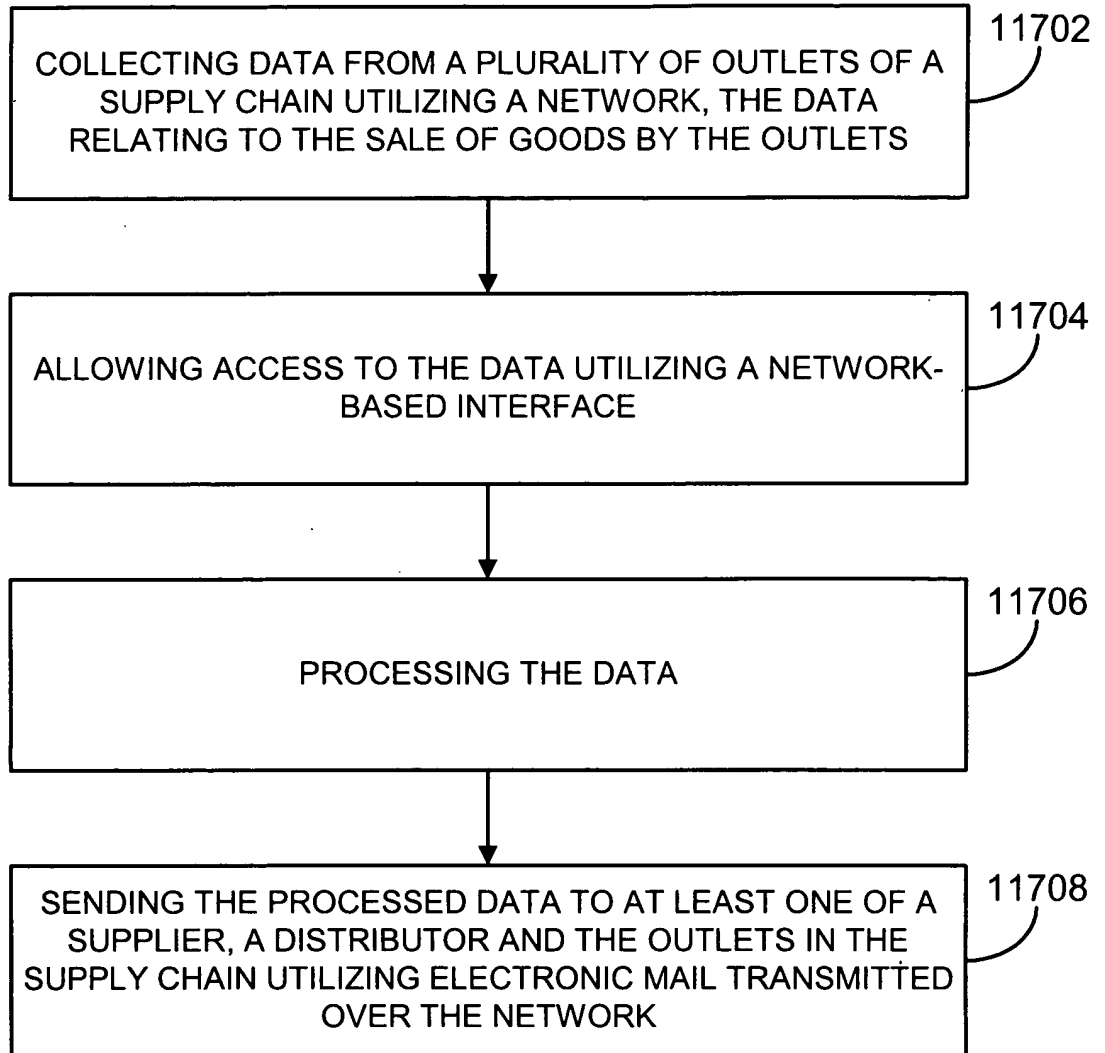
**FIG. 115**

11600



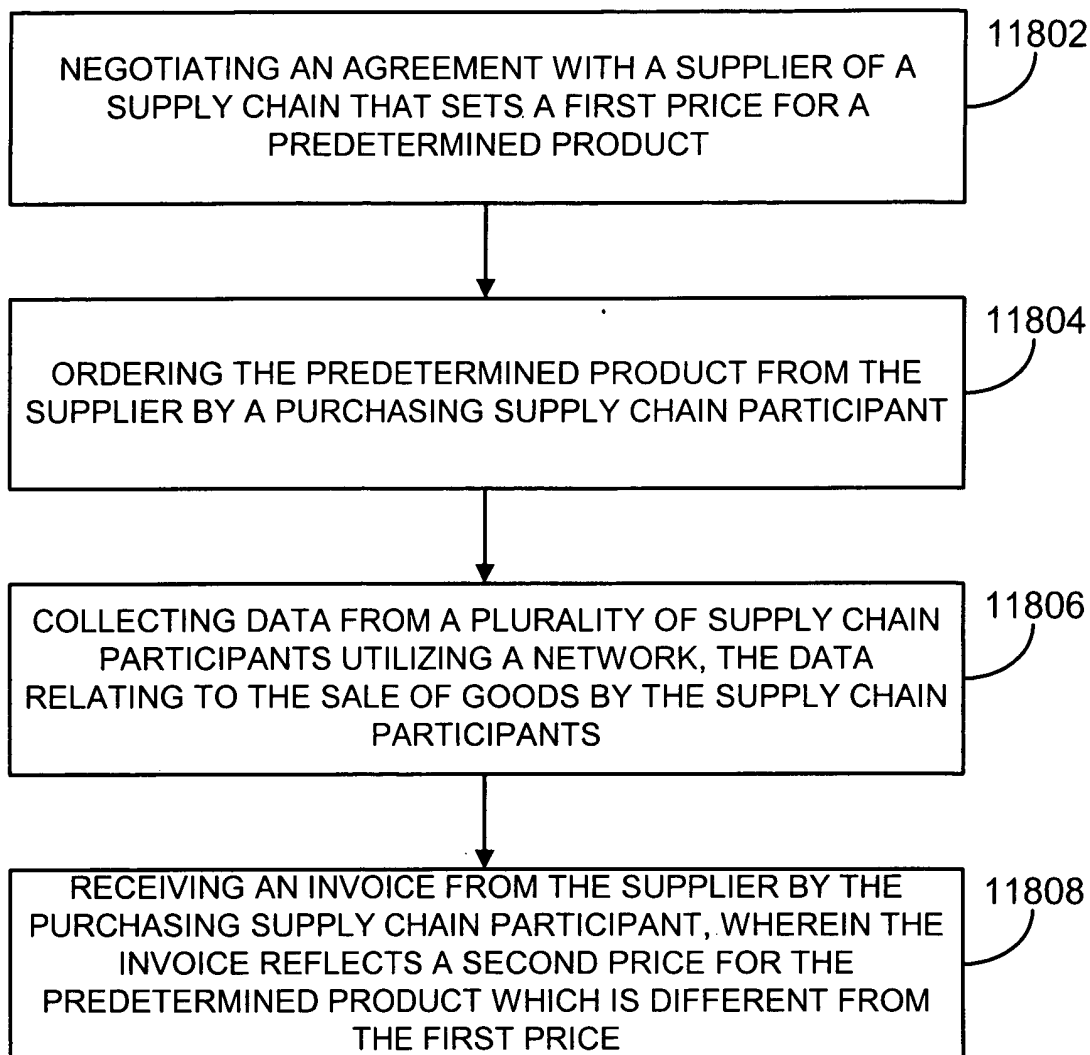
**FIG. 116**

11700



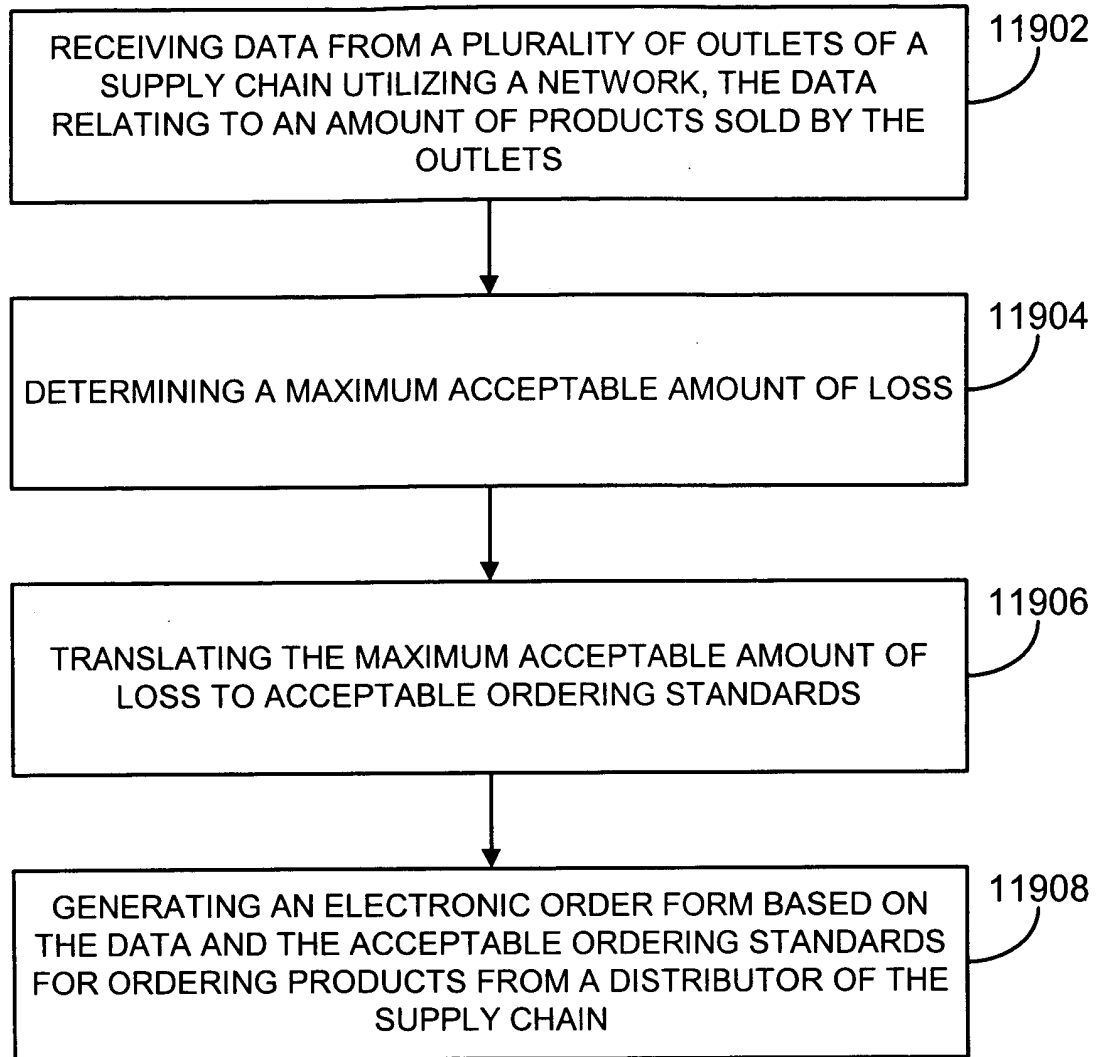
**FIG. 117**

11800



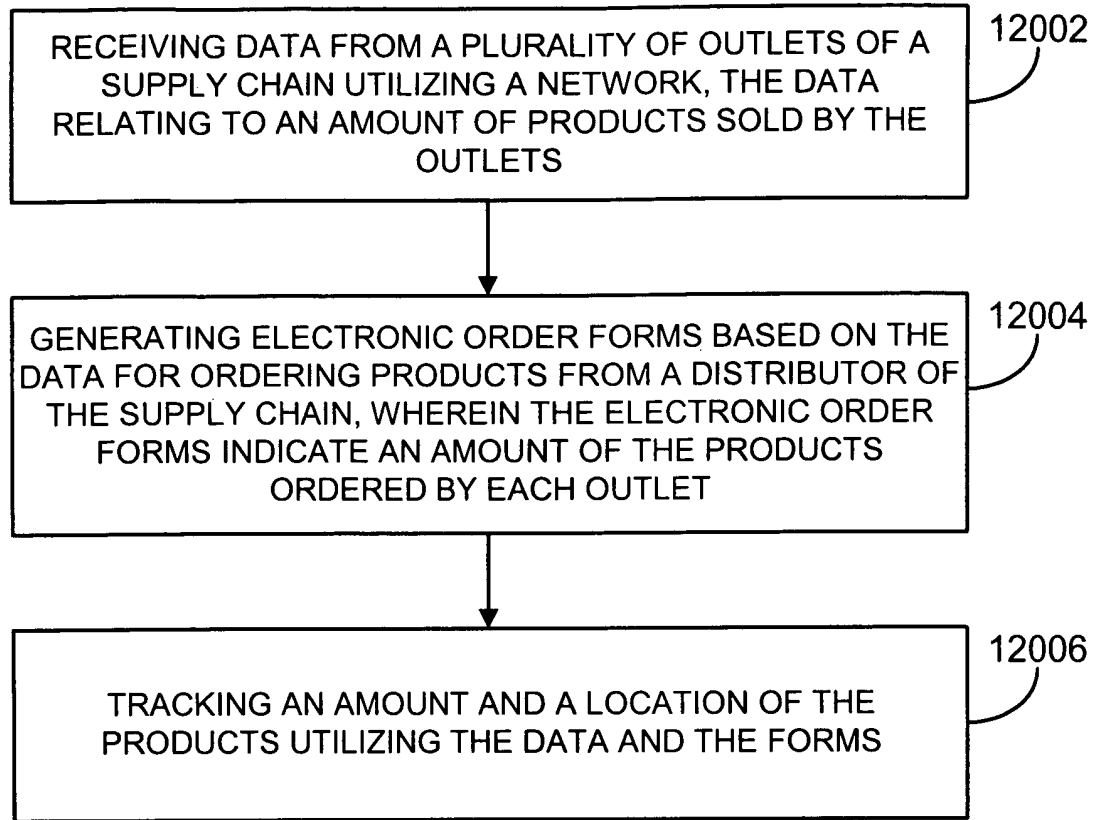
**FIG. 118**

11900



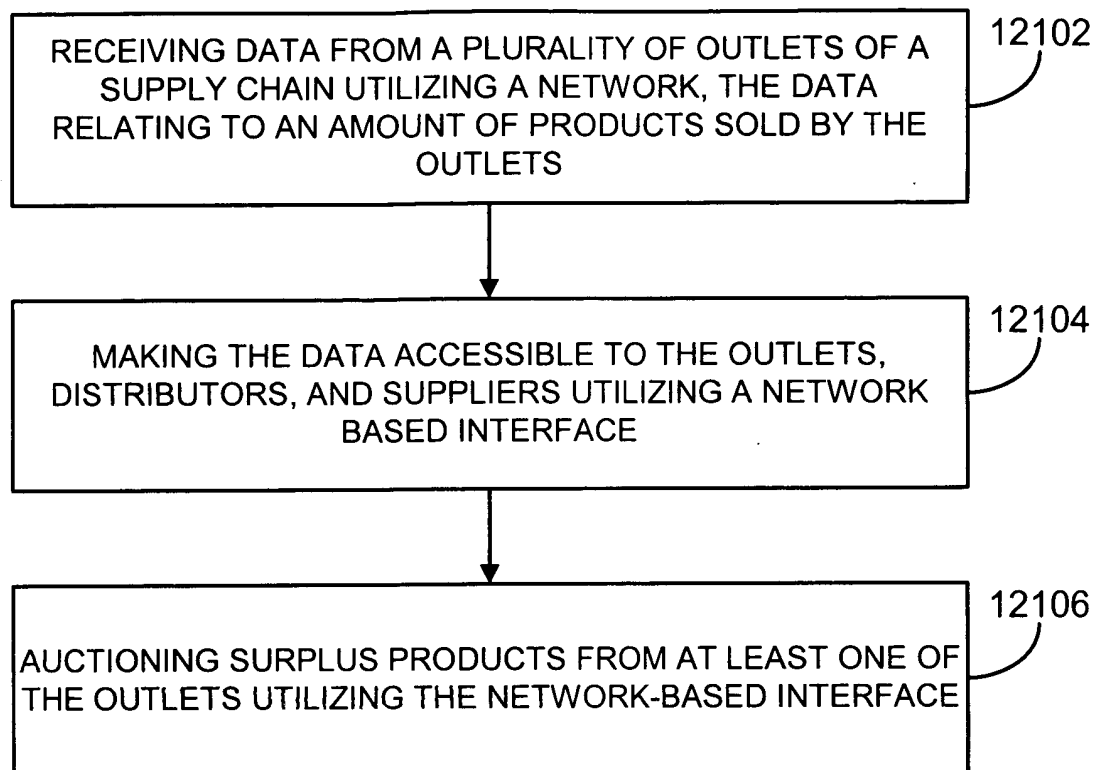
**FIG. 119**

12000



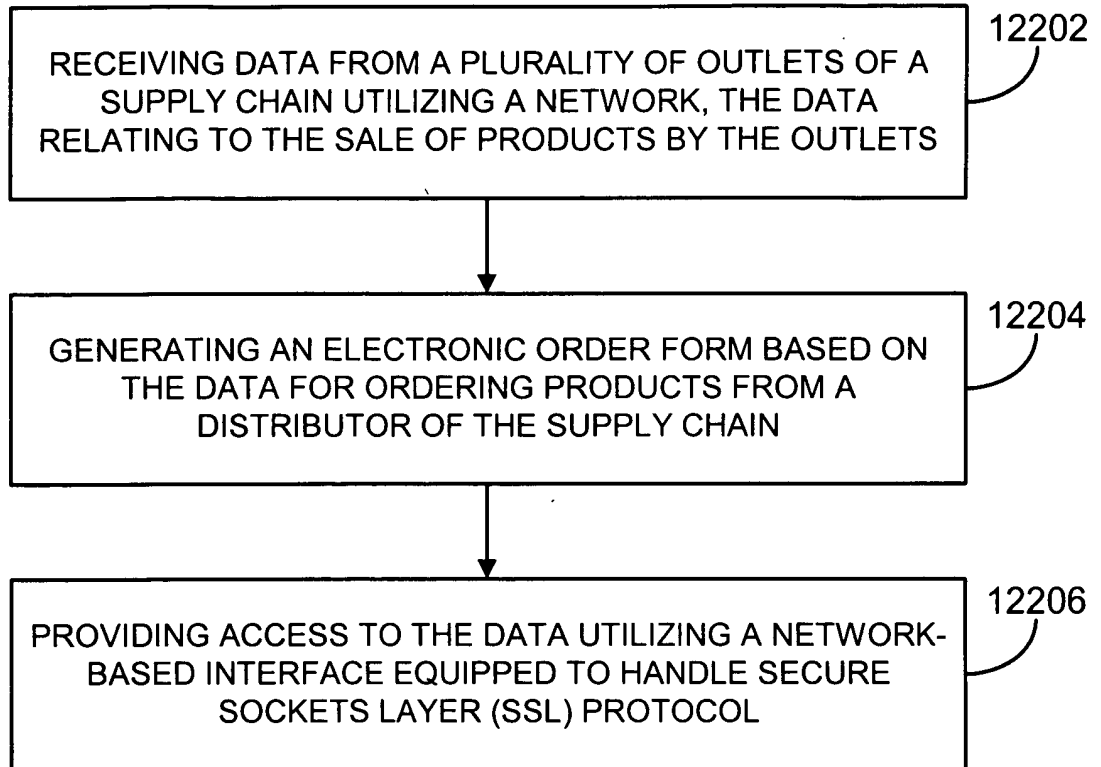
**FIG. 120**

12100



**FIG. 121**

12200



**FIG. 122**



12300



RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A  
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12302



GENERATING AN ELECTRONIC ORDER FORM BASED ON  
THE DATA FOR ORDERING PRODUCTS FROM A  
DISTRIBUTOR OF THE SUPPLY CHAIN

12304



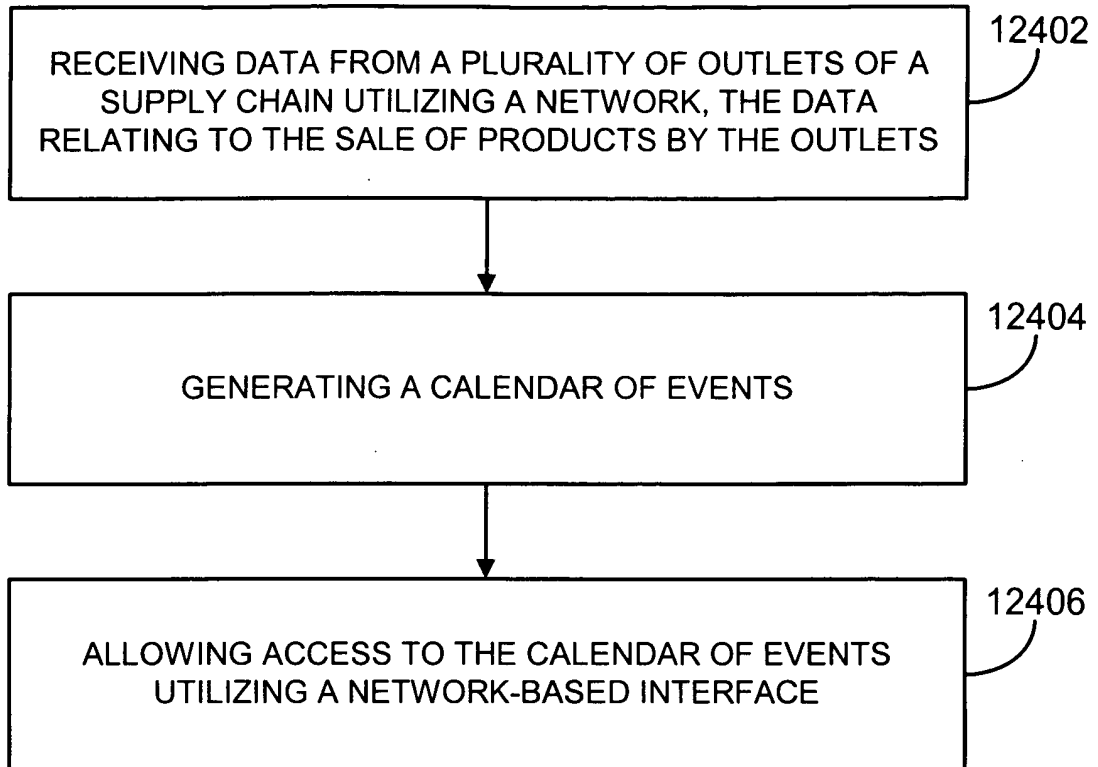
ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-  
BASED INTERFACE

12306

**FIG. 123**

FIG. 123

12400



**FIG. 124**

12500

12502

A screenshot of a software interface showing a menu bar with the following items: Supply, Patronage, Sales/Inv, Utilities, and Window. The 'Supply' menu is open, displaying a list of options: Supplier..., Supplier Site..., Distributor..., and DC.... To the right of the menu list are three icons: a document with a magnifying glass, a document with a dollar sign, and a document with a checkmark. Below these icons are the labels 'Least Cost' and 'Contract'. At the bottom of the menu is a section labeled 'Item' with a right-pointing arrow, and below that is a section labeled 'Items...'.

FIG. 125

12600

12602

A screenshot of a toolbar containing three buttons labeled 'Sort', 'Print', and 'New' from left to right.

FIG. 126

12700

12702

A screenshot of a data entry form with the following fields and labels: 'Item Desc:' followed by a text input field; 'Item Number:' followed by a text input field; 'Product Cat Code:' followed by a dropdown menu; 'Status Code:' followed by a dropdown menu showing 'Active'; and 'Item Rank:' followed by a dropdown menu.

FIG. 127

12800

12800



### Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128



**FIG. 130**

13100

<b>Site Information</b>	<b>Site Id:</b> 17355	<b>Site Role:</b> FOB Shipping Point
<b>Site Name:</b>	TYSON FOODS - NEW HOLLAND, PA	

13102

FIG. 131

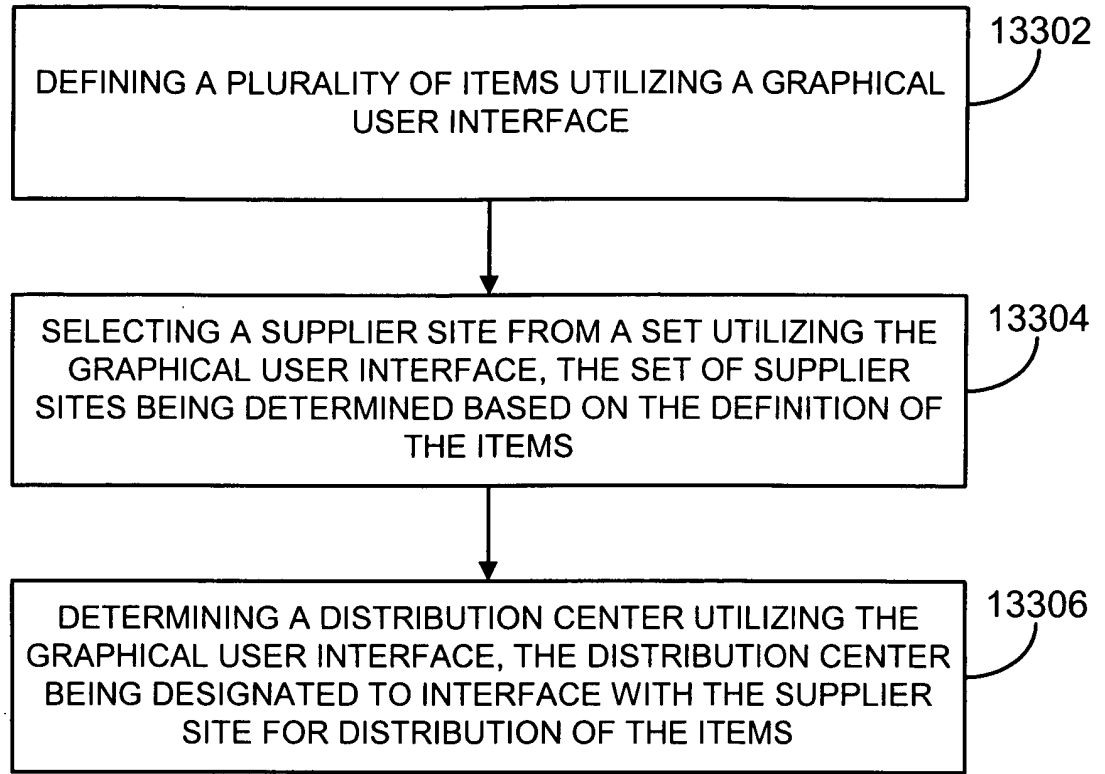
13200

<b>Site Information</b>	<b>Site Id:</b> 16	<b>FOB Shipping Point</b>
<b>Name:</b>	AMERISERVE-FARMINGDALE, NY	<b>Railroad Name:</b>
<b>Status:</b>	Active <input type="checkbox"/>	<b>Rail Sidings:</b> <input type="checkbox"/>

FIG. 132

13100 13102 13200

13300



**FIG. 133**

13300: 6691360

13400

<b>Item:</b> WRAP-BACON DOUBLE CHEESEBURGER DELUXE	<b>Begin:</b> 7/1/96	<b>End:</b> 9/1/96	<b>Final:</b> <input type="checkbox"/>
<b>Override Rules:</b> <input type="radio"/> Yes <input checked="" type="radio"/> No <b>Apply By:</b> Cell <input type="button" value="v"/>			

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137



13800



FIG. 138

13900

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100

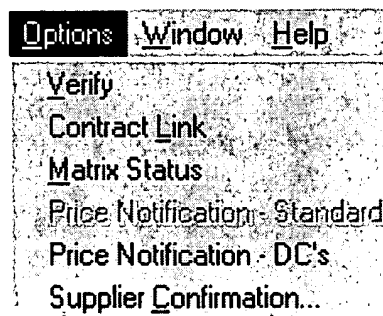


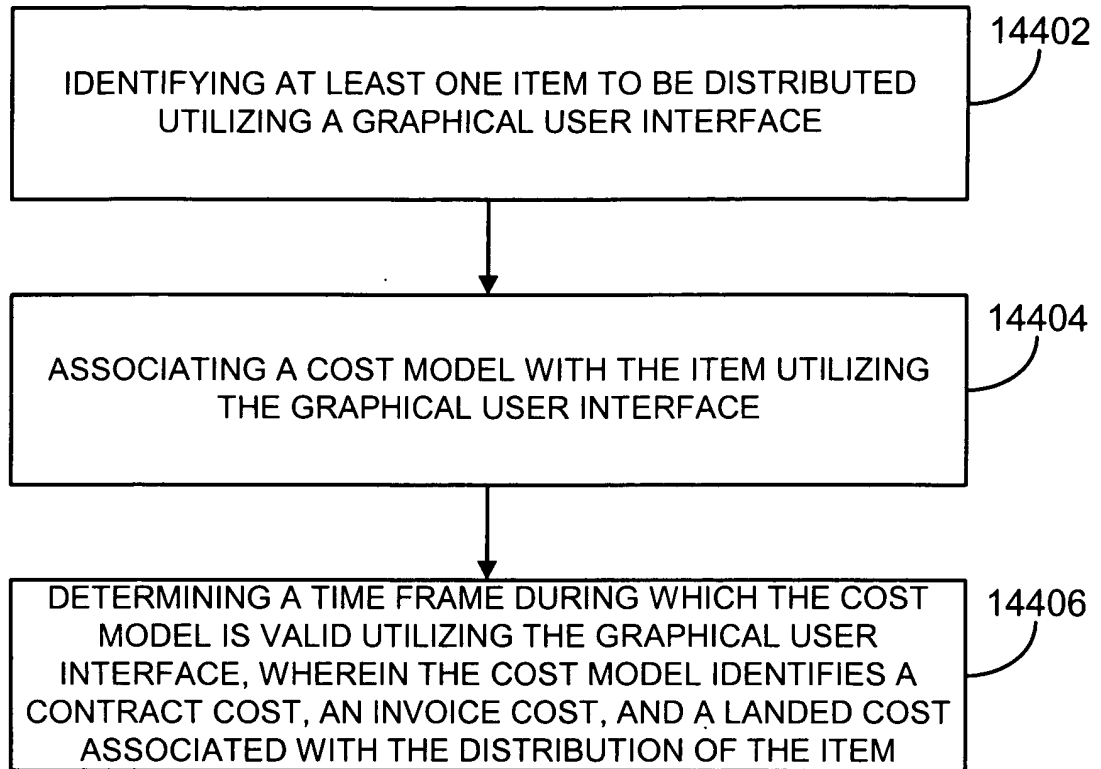
FIG. 141

14300

<u>C</u> ost	▶	<u>E</u> dit / View ...	F3
Commodities	▶	New (using previous matrix) ...	F4
		New (build matrix) ...	F5
<u>V</u> endor Rating	▶		
Contact <u>M</u> anagement	▶	Multi Item Price Notification ...	

FIG. 143

14400



**FIG. 144**

14500



FIG. 145

14600

Contract ID:	673 - TYSON FOODS	
Initial Buyer Name:	Jamie Hersh	Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date:	05/15/98
Contract End Date:	12/31/02
Execution Date:	5/15/98
Effective:	Shipment Date
Payment Terms:	Net 10

FIG. 147

14800



FIG. 148

14900

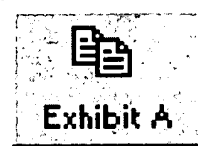


FIG. 149

15000



FIG. 150

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ.	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

Options Window Help

New Items

Delete Item

Exhibit A

Exhibits B

Exhibits C

Replacement Exhibit B

FIG. 152

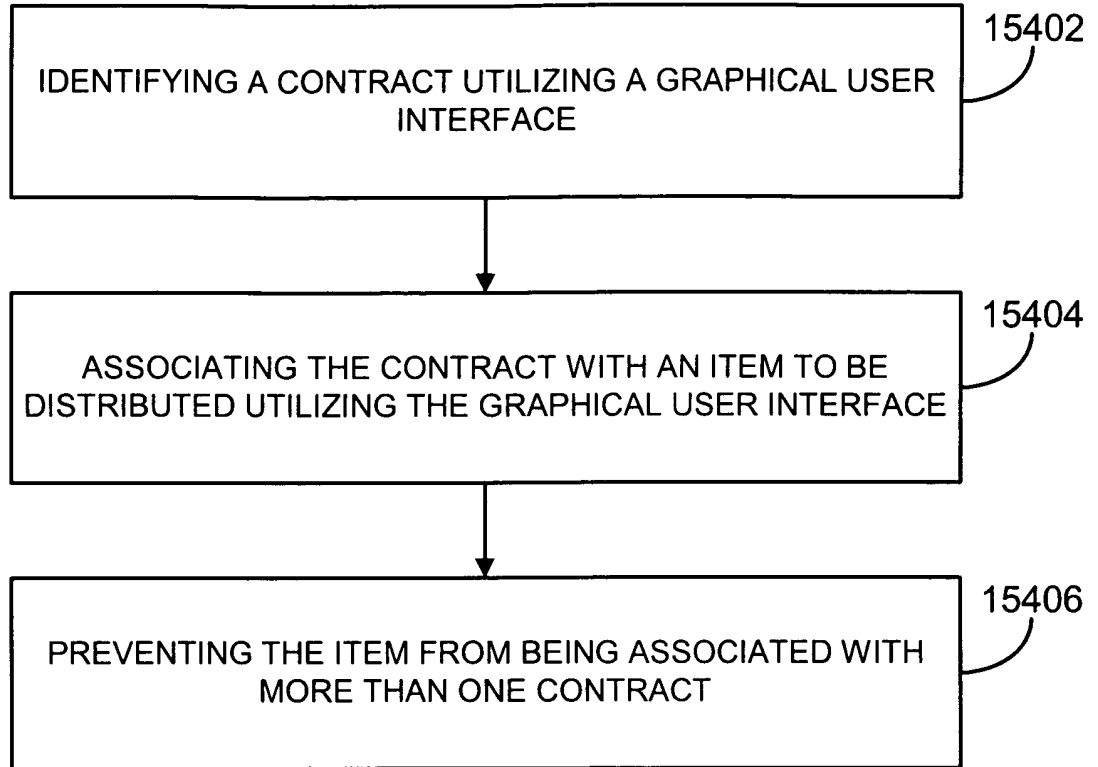
15300

Exhibit C

FIG. 153

FIG. 151

15400



**FIG. 154**

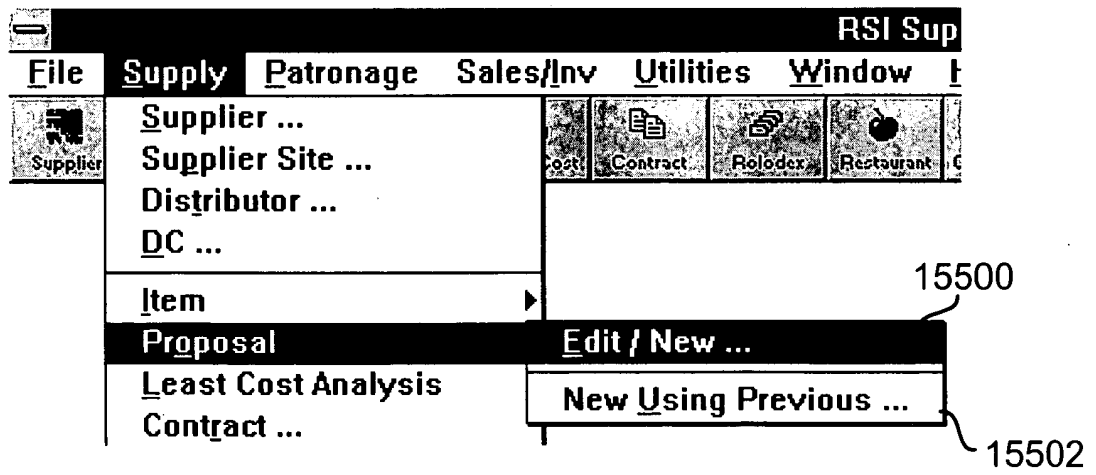


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids		
<b>Main Info</b>	Items	Suppliers
DCs	FOB Price	DC/Rest.
Usage	Templates	View Bid
<b>Proposal Information</b>		
Proposal ID:	1021	Proposal Due Date:
Proposal Name:	Foam Hot Cups & Polystyrene Lids	Contract Begin Date:
Buyer Name:	Dennis Clabby	Contract End Date:
<b>Actions</b>		
#	Date:	Action Description:
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.

FIG. 156

15600: 15600: 15600

15700

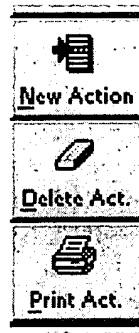


FIG. 157

FIG. 158

15800

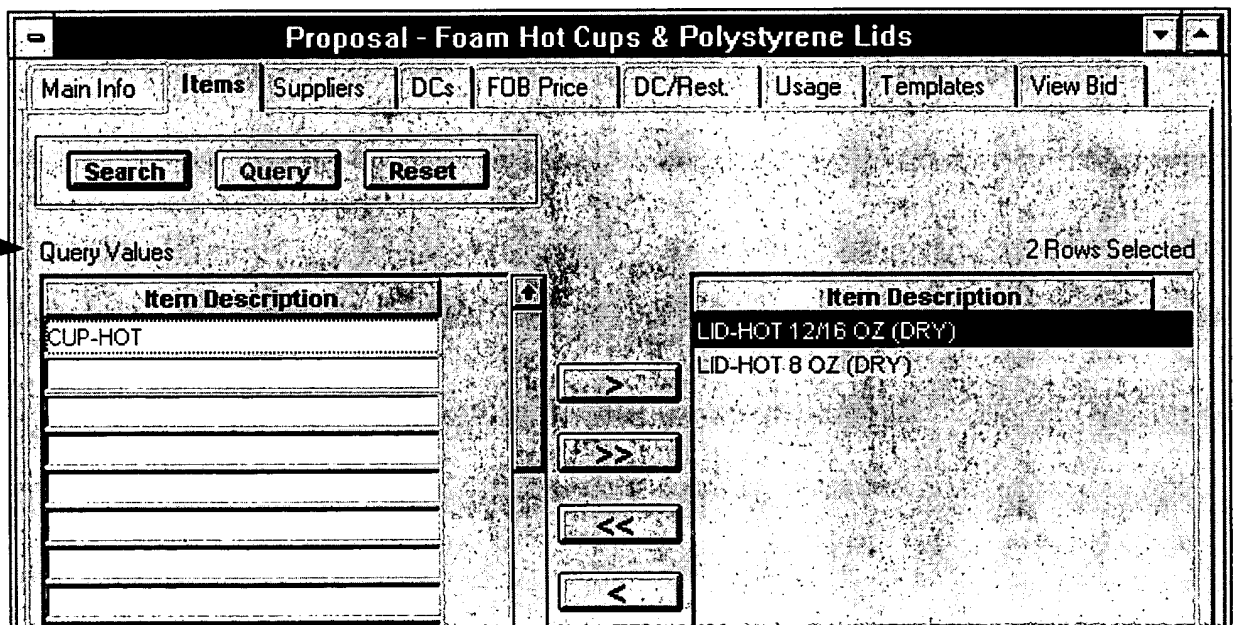


FIG. 158



FIG. 159

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

Item Description			Item Description
CUP-HOT 12 OZ (PAPER)	DRY	15902	CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (PAPER)	DRY	>	CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (PAPER)	DRY	>>	CUP-HOT 8 OZ (DRY)
		<<	LID-HOT 12/16 OZ (DRY)
		<	LID-HOT 8 OZ (DRY)

15904 15906 15908

FIG. 159

16000

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description	FOB Price Component
MAYO-BULK	Mayonaise Components
	(None Selected)
	Generic FOB Pricing
	Mayonaise Components

FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.28	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

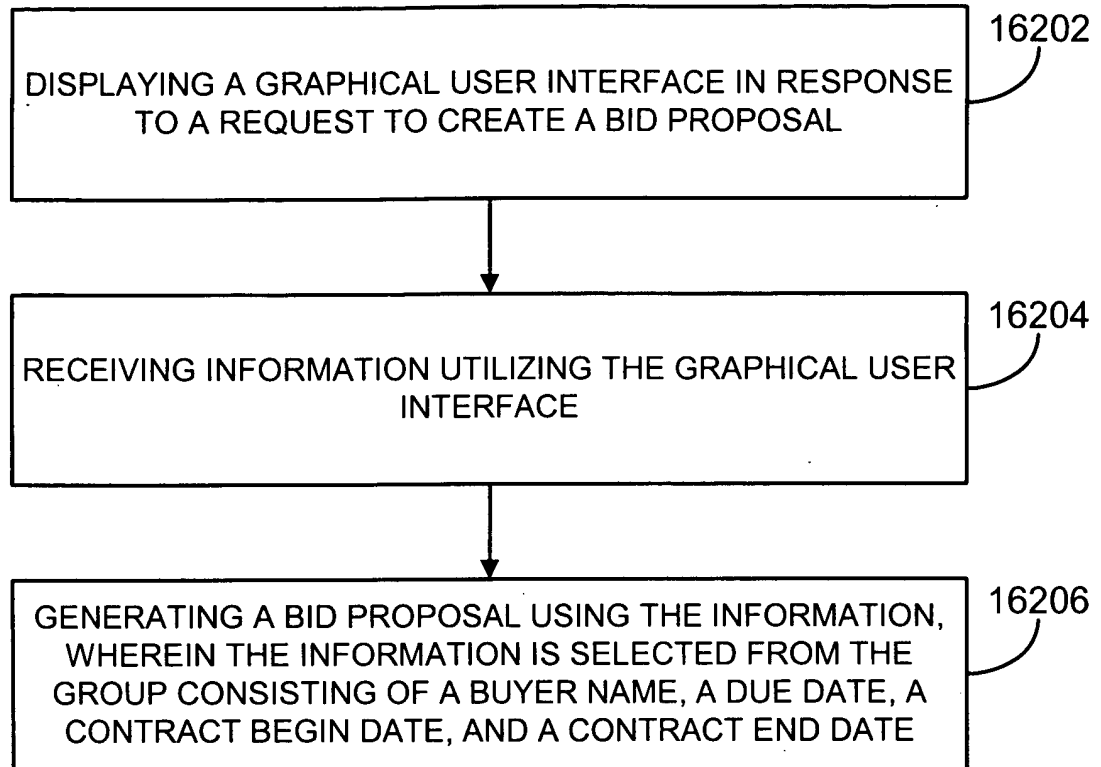
  

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage	
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755	↑
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

FIG. 161

00015800 : 032304

16200



**FIG. 162**

16300



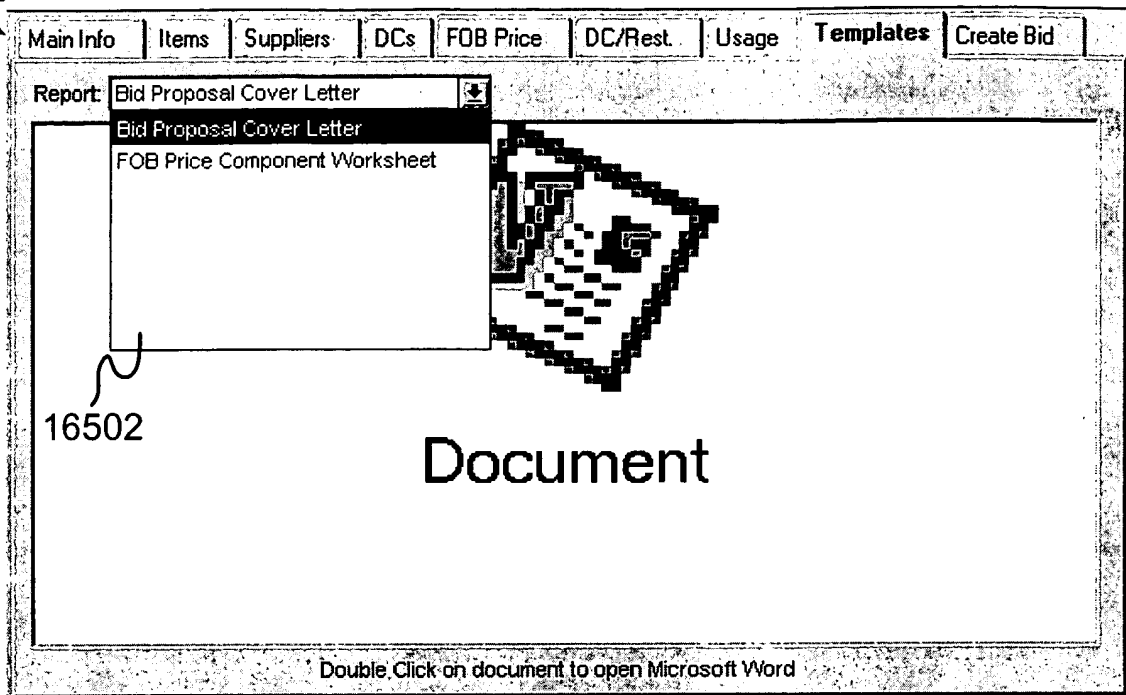
FIG. 163

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
		<i>Word</i>	<i>Y/N</i>
<b>Bid Proposal Cover Letter</b>		?	Y
<b>General Terms and Conditions</b>		?	N
<b>Usage Estimates</b>	?		N
<b>Supplier Facility Worksheets</b>	?		N
<b>Item Information Worksheets</b>	?		N
<b>Sample Supply Agreement</b>		?	N
<b>BK Specification Request</b>		?	N
<b>FOB Price Component</b>		?	Y
<b>Truckload Freight Worksheet</b>	?		N
<b>LTL Freight Worksheet</b>	?		N

FIG. 164

16500



16502

FIG. 165

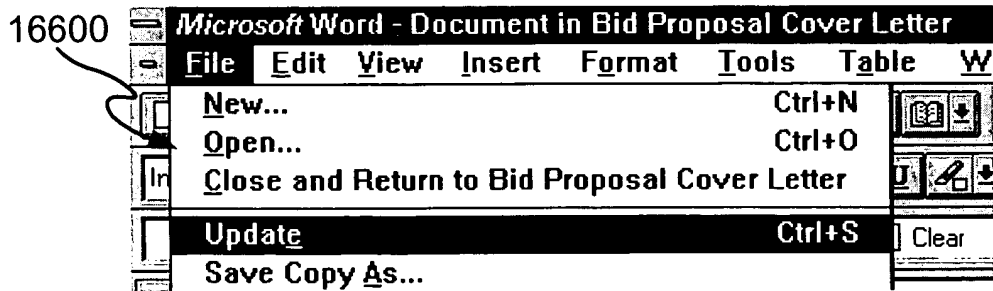


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Create Bid

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

General	Cost
Bid Proposal Cover Letter <input checked="" type="checkbox"/>	FOB Price Component Worksheet <input checked="" type="checkbox"/>
General Terms & Conditions <input checked="" type="checkbox"/>	Truckload Freight Worksheet <input checked="" type="checkbox"/>
Usage Estimates <input checked="" type="checkbox"/>	LTL Freight Worksheet <input checked="" type="checkbox"/>
Supplier Facility Worksheet <input checked="" type="checkbox"/>	
Item Information Worksheet <input checked="" type="checkbox"/>	
Sample Supply Agreement <input checked="" type="checkbox"/>	
BK Specification Request <input checked="" type="checkbox"/>	

\* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

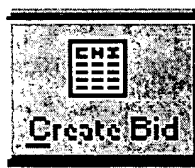



FIG. 168

16900

Report: 7/2/97

Item Information Worksheet	Supplier: (all)
Bid Proposal Cover Letter	<b>Restaurant Services, Inc.</b> <b>Item Information Worksheet</b> ATTY DS
FOB Price Component Worksheet	
General Terms & Conditions	
Item Information Worksheet	
LTL Freight Worksheet	
Sample Supply Agreement	
Supplier Facility Worksheet	

FIG. 169



**THE UNIVERSITY OF CHICAGO**


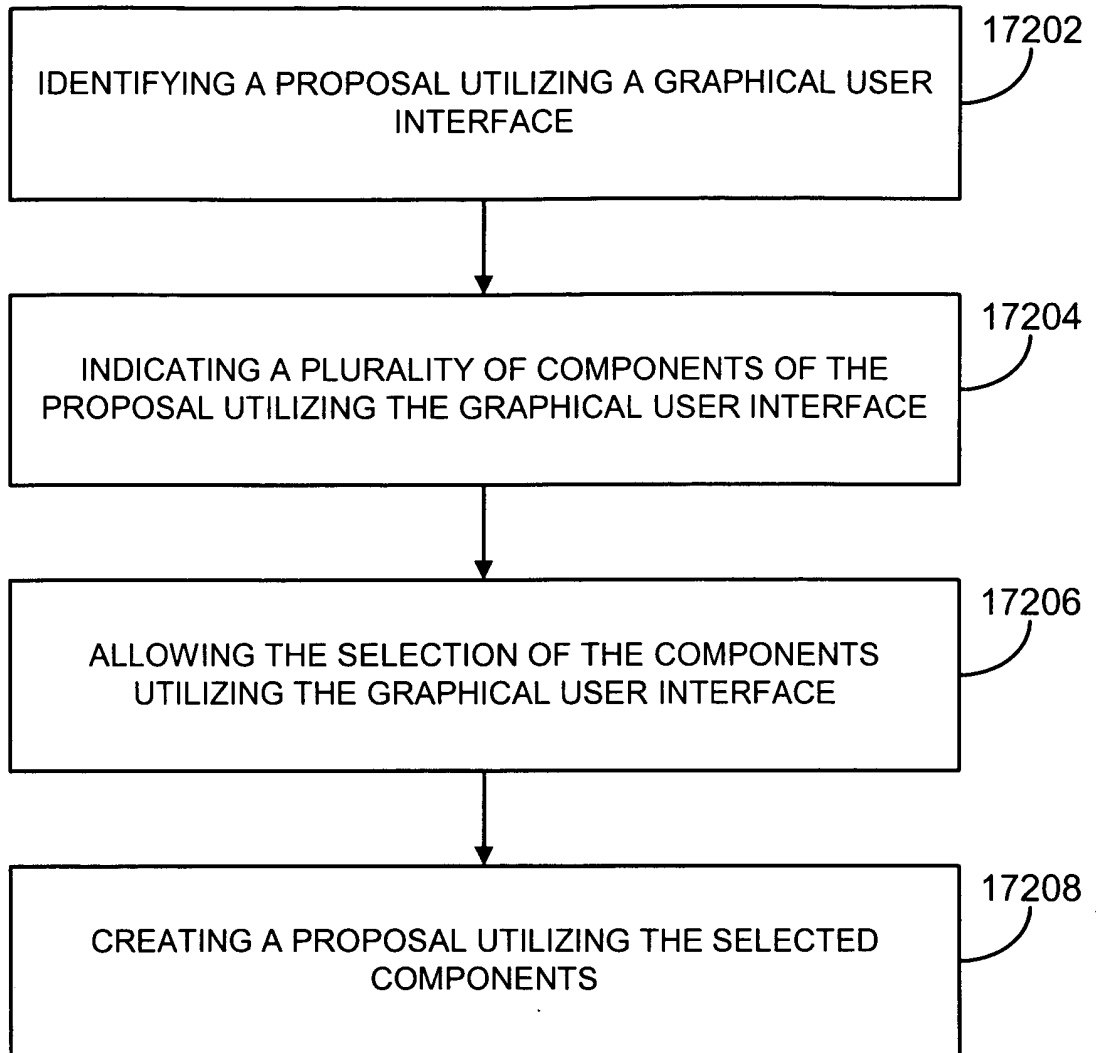


FIG. 171

17200



**FIG. 172**



17300



FIG. 173

17400

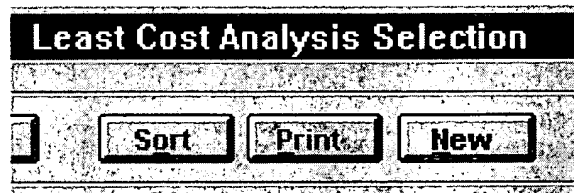


FIG. 174

17500

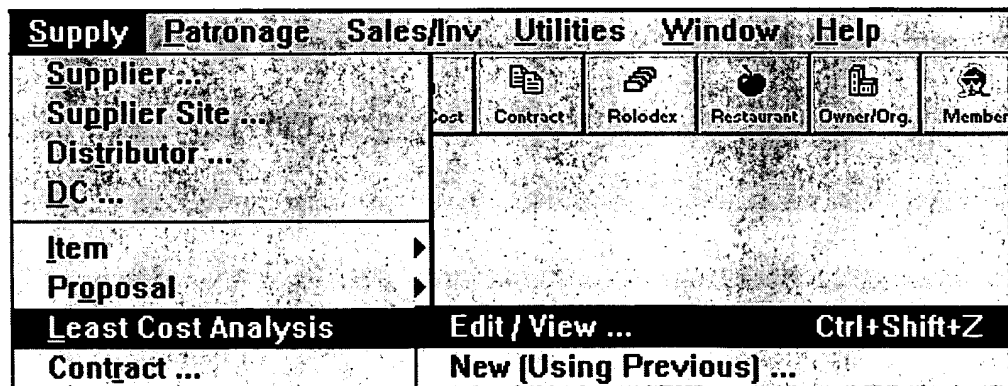



FIG. 175

FIG. 173

<b>Bid Proposal Name:</b>	(None)	
	Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)	
	Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)	

17600



**FIG. 176**

FOAM HOT CUPS & POLYSTYRENE LIDS

17700



SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING  
A GRAPHICAL USER INTERFACE, EACH OPTION  
CORRESPONDING TO A SEPARATE TECHNIQUE OF  
CREATING AN ANALYSIS

17702



GENERATING A NEW ANALYSIS UPON THE SELECTION OF A  
FIRST OF THE OPTIONS

17704



EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF  
A SECOND OF THE OPTIONS

17706



INTEGRATING A BID PROPOSAL WITH AN INTEGRATED  
ANALYSIS UPON THE SELECTION OF A THIRD OF THE  
OPTIONS

17708

**FIG. 177**

17700 17702 17704 17706 17708

17800 17900

17800

<b>Analysis Name:</b>	Hash Brown Actual		
<b>Analysis ID:</b>	1036		
<b>Buyer:</b>	Dennis Clabby		
<b>Period of Agreement:</b>	10/1/97	THRU	9/30/98
<b>Unit Of Measure:</b>	CASE(S)		

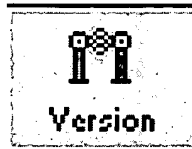
FIG. 178

17900

<b>Version ( 1 ) of ( 9 )</b>		<b>Base version</b>
<b>What is the max # of FOB points to allocate to each DC ?</b>	One FOB	
<b>What is pricing method for this version ?</b>	FOB + Freight	
<b>What is the RSI Invoice FOB Upcharge (Downcharge) ?</b>	0.0000	
<b>Override RDC Truckload Validation?</b>	No	
<b>Solution Strategy:</b>	Standard	<b>Last Revision:</b> 9/15/97 1:04 PM

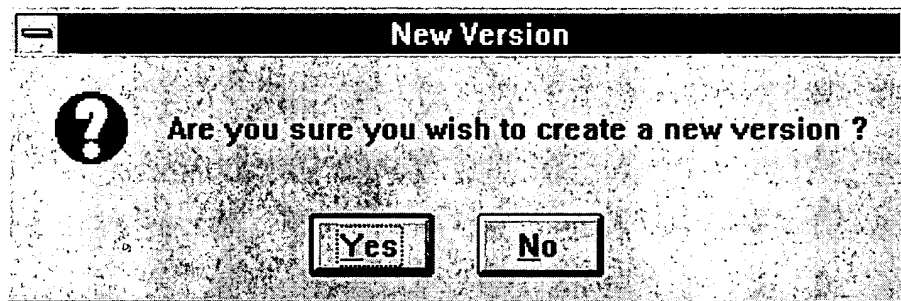
FIG. 179

18000



**FIG. 180**

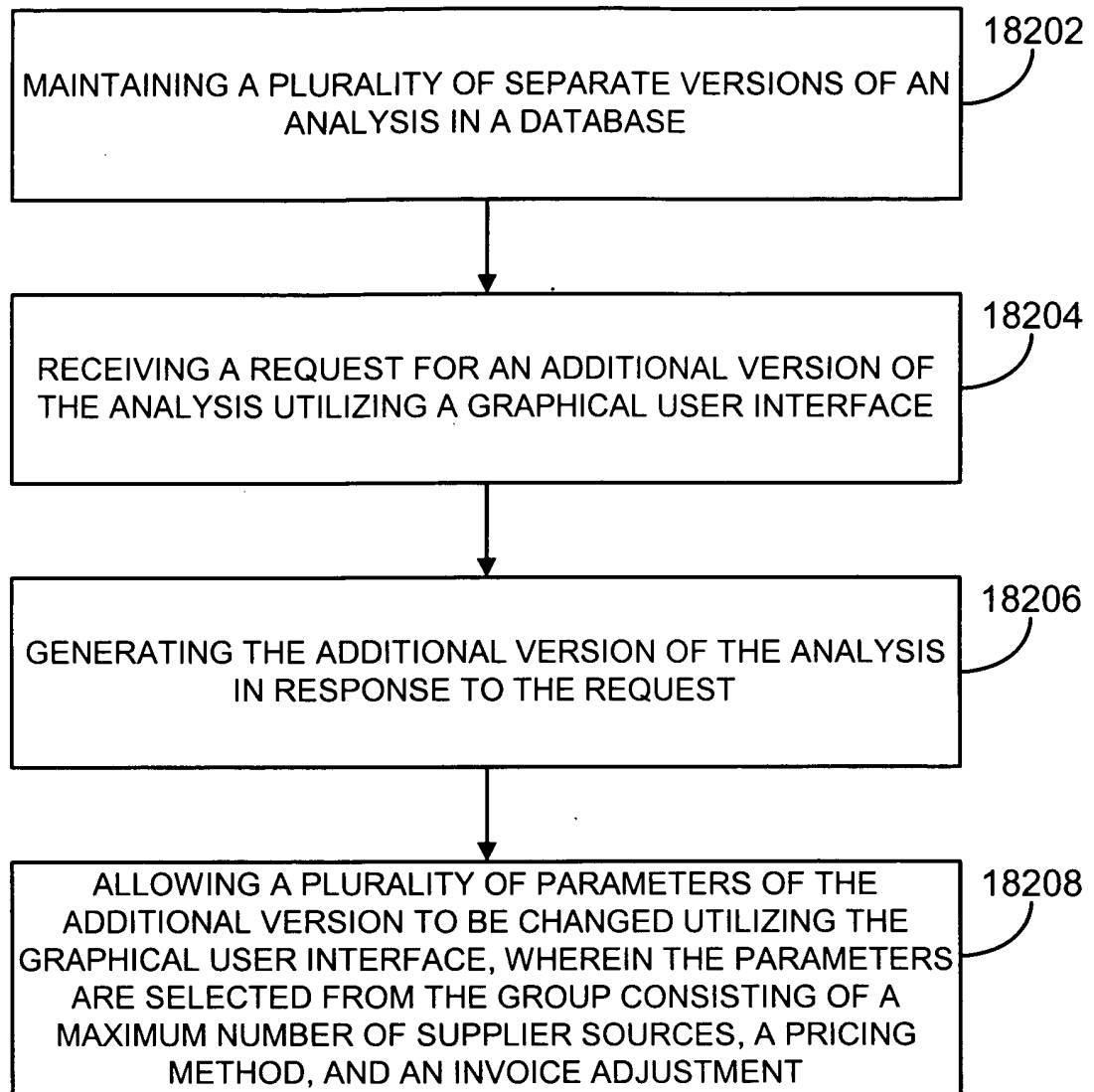
18100



**FIG. 181**

FIG. 180 18000

18200



**FIG. 182**

18300 18302

18300

Search Query Reset

Query Values 7 Rows Selected

Supplier FOB		Supplier FOB
DOP		DOPACO-DOWNTOWN, PA
	>	DOPACO-KINSTON, NC
	>>	DOPACO-ST. CHARLES, IL
		DOPACO-STOCKTON, CA
		IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

FIG. 183

18400



Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

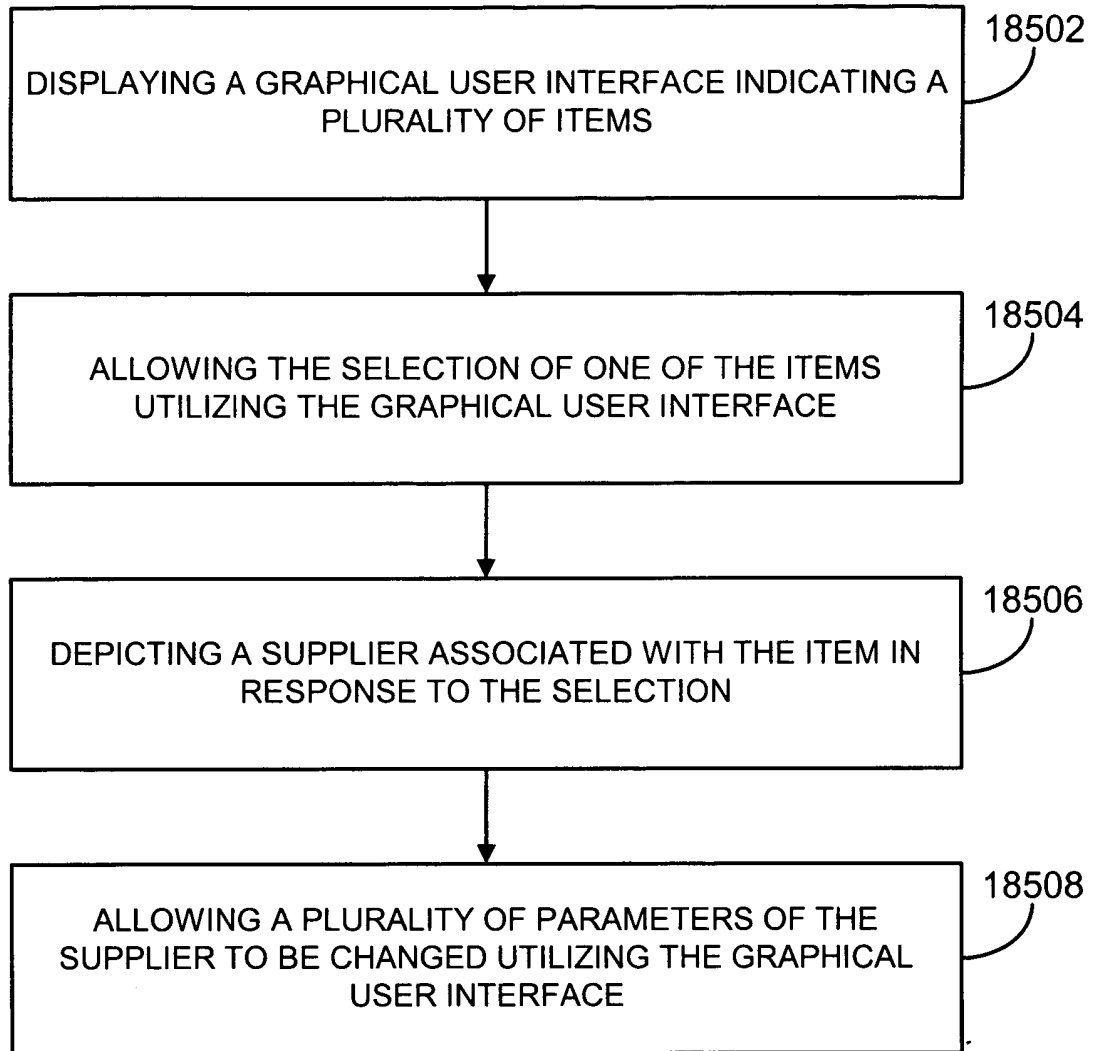
18402

FIG. 184

FILED: 1997-06-10



18500



**FIG. 185**

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNINGTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNINGTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNINGTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory	
Case Width:	15.125	Case Cube:	3.43 CUBIC FEET
Case Depth:	17.75	Cases Per Truckload:	769
Case U/M	INCH(S)	Gross Weight:	29.28 POUND(S)
		Net Weight:	27.28 POUND(S)

FIG. 186

18700

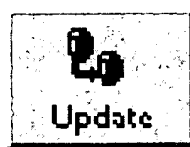
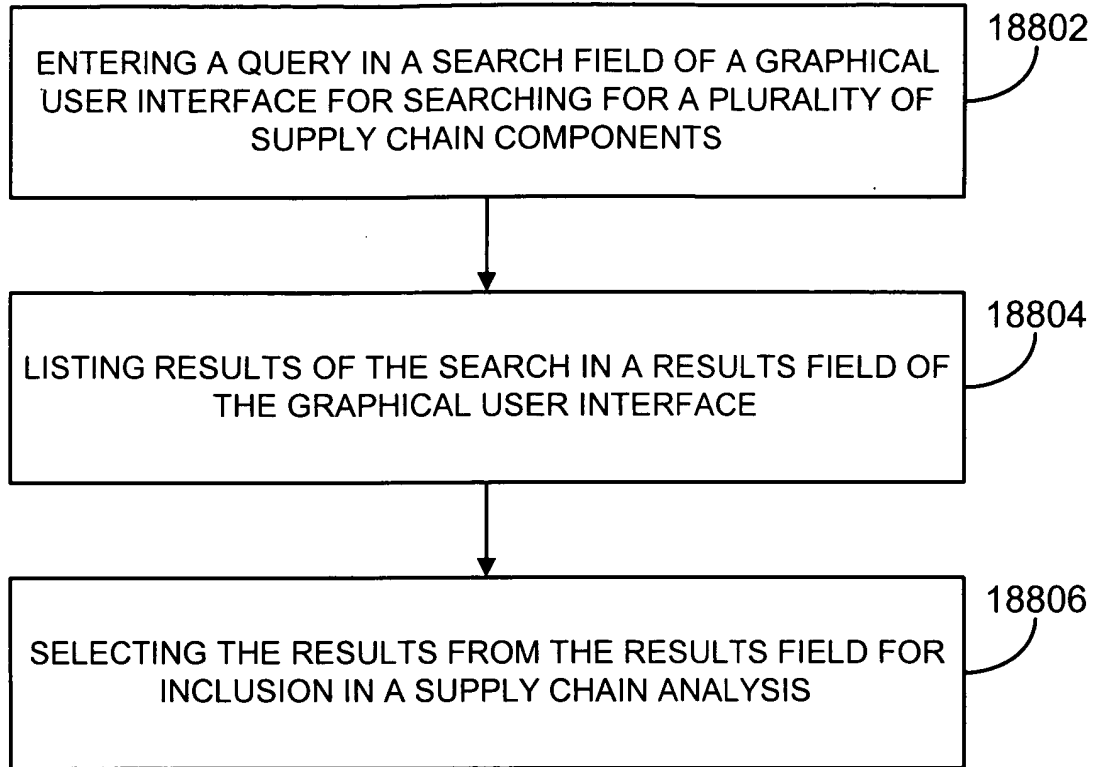


FIG. 187

18800



**FIG. 188**

FIG. 188

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No	
J.R. SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC.		Pallet	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	
Supplier FOB			Minimum	Maximum	Include	
LAMB-WESTON, INC.-PASCO, WA			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC.-RICHLAND WA			0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC.-AMERICAN FALLS ID			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

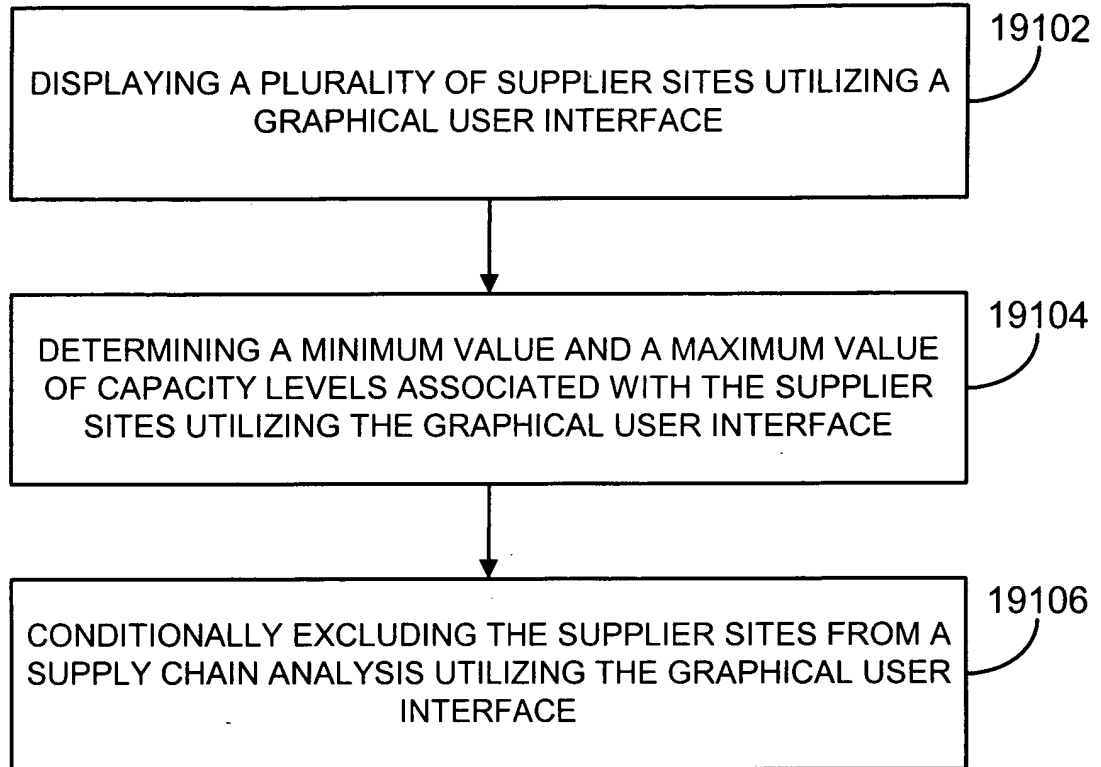
FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
MCCAIN FOODS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No	
NESTLE FOOD COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No	
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	
Supplier FOB			Minimum	Maximum	Include	
MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND			18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE			45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS, INC.-OTHELLO, WA			27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

FIG. 190

19100



**FIG. 191**

FIG. 191

FILED 6651360

19200

Supplier	#	Volume	
HUDSON INDUSTRIES	0		
INTERNATIONAL DIVERSE FOODS	0		
SUPERIOR COFFEE & FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

FIG. 192

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

FIG. 193

19500

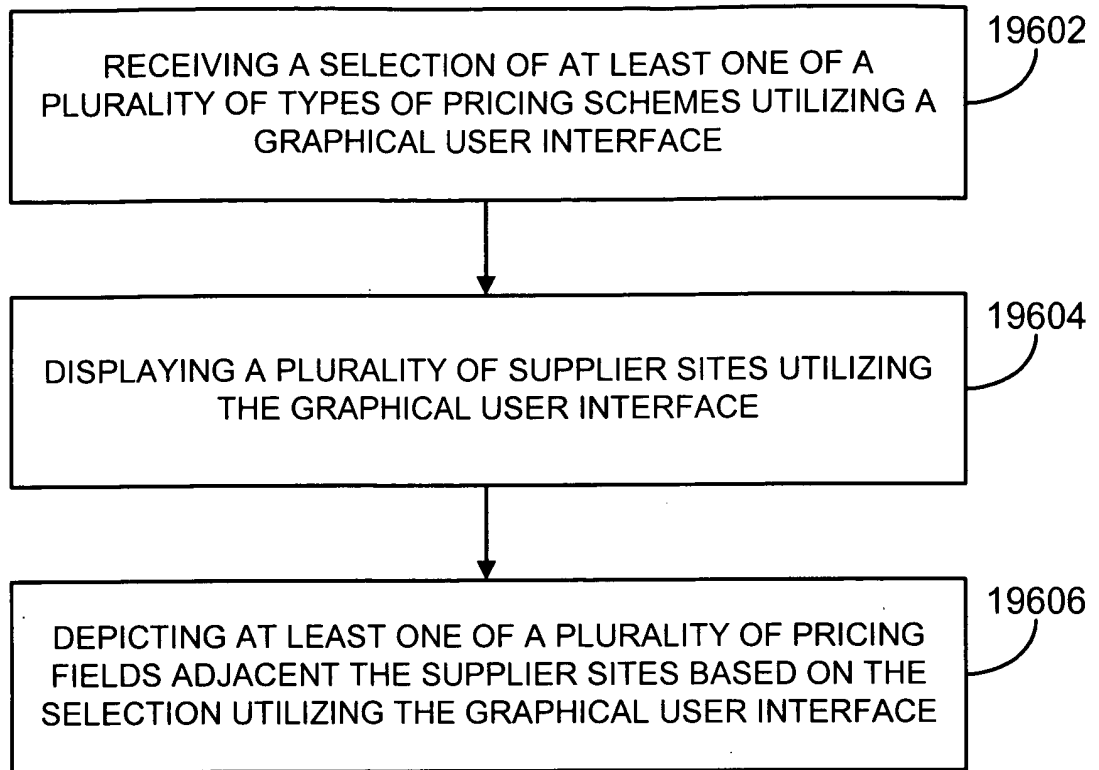
Item Description		Supplier FOB	
FRIES-COATED		CAVENDISH-PRINCE EDWARD	
FRIES-COATED		J.R. SIMPLOT COMPANY-HERMISTON	
FRIES-COATED		LAMB-WESTON, INC.-PASCO, WA	
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

FIG. 195



19600



**FIG. 196**

19700

Total Rest. Growth Amount		Usage Period	
5.00%		19702	
		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVEPOST-ALBUQUERQUE	27	5.00%	28
AMERISERVEPOST-DENVER	35	5.00%	37
AMERISERVEPOST-SALT LAKE,UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

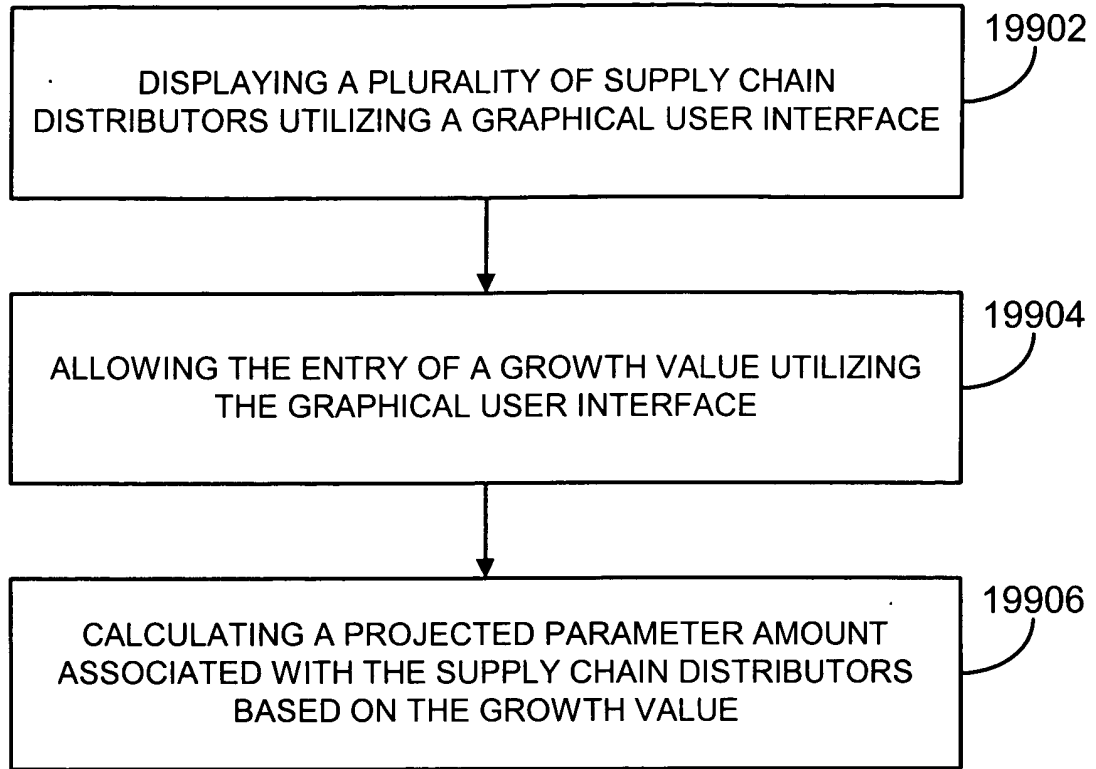
FIG. 197

19800

Item		Item Growth %	Usage Period			
CHICKEN-PATTY		0.00				
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

19900



**FIG. 199**

FIG. 199

20000

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction		Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-SALT LAKE, UT	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

FIG. 200

20100

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction	
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required <input type="radio"/> Excluded
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required <input type="radio"/> Excluded

FIG. 201

20200


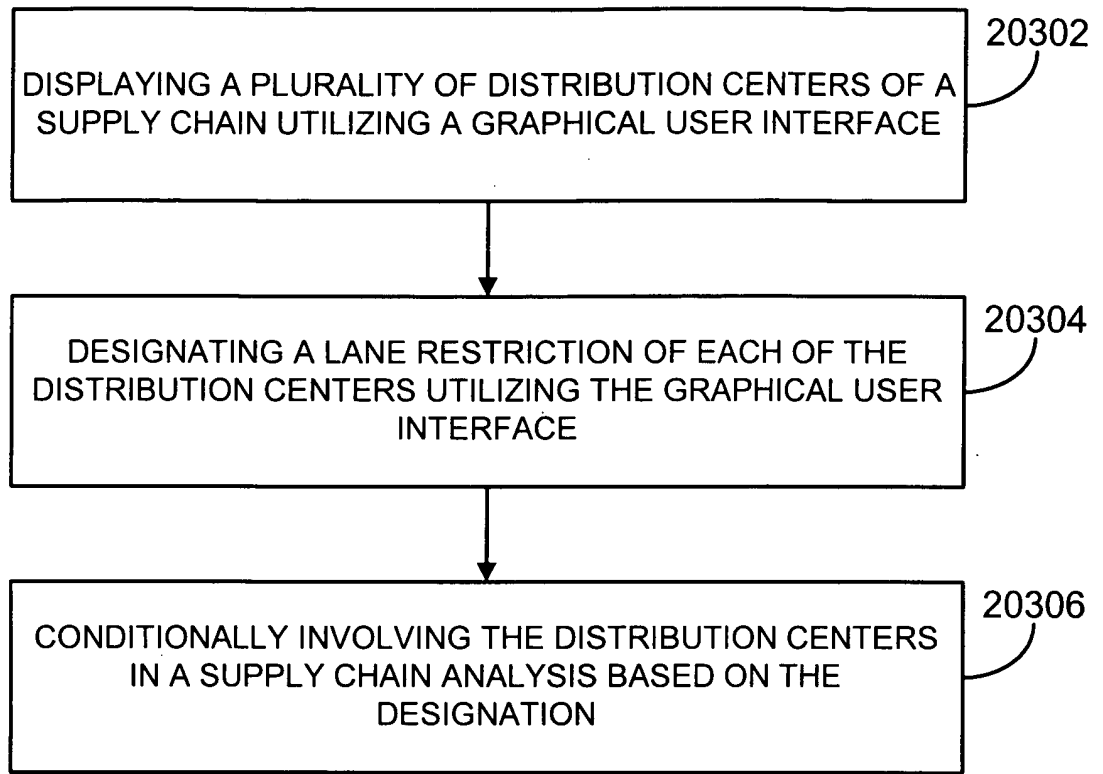
Invalid Selection	
	AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.
<input type="button" value="OK"/>	

FIG. 202

20300



**FIG. 203**

20400

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Truckload Freight	Lane Distance
AMERISERVEPOST-ALBUQUERQUE	1,617	
AMERISERVEPOST-DENVER	1,277	
AMERISERVEPOST-SALT LAKE, UT	691	

FIG. 204

20500

Supplier FOB		Address	
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904
TYSON FOODS-GREEN FORREST, AR	Green Forest	AR	72638
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72801

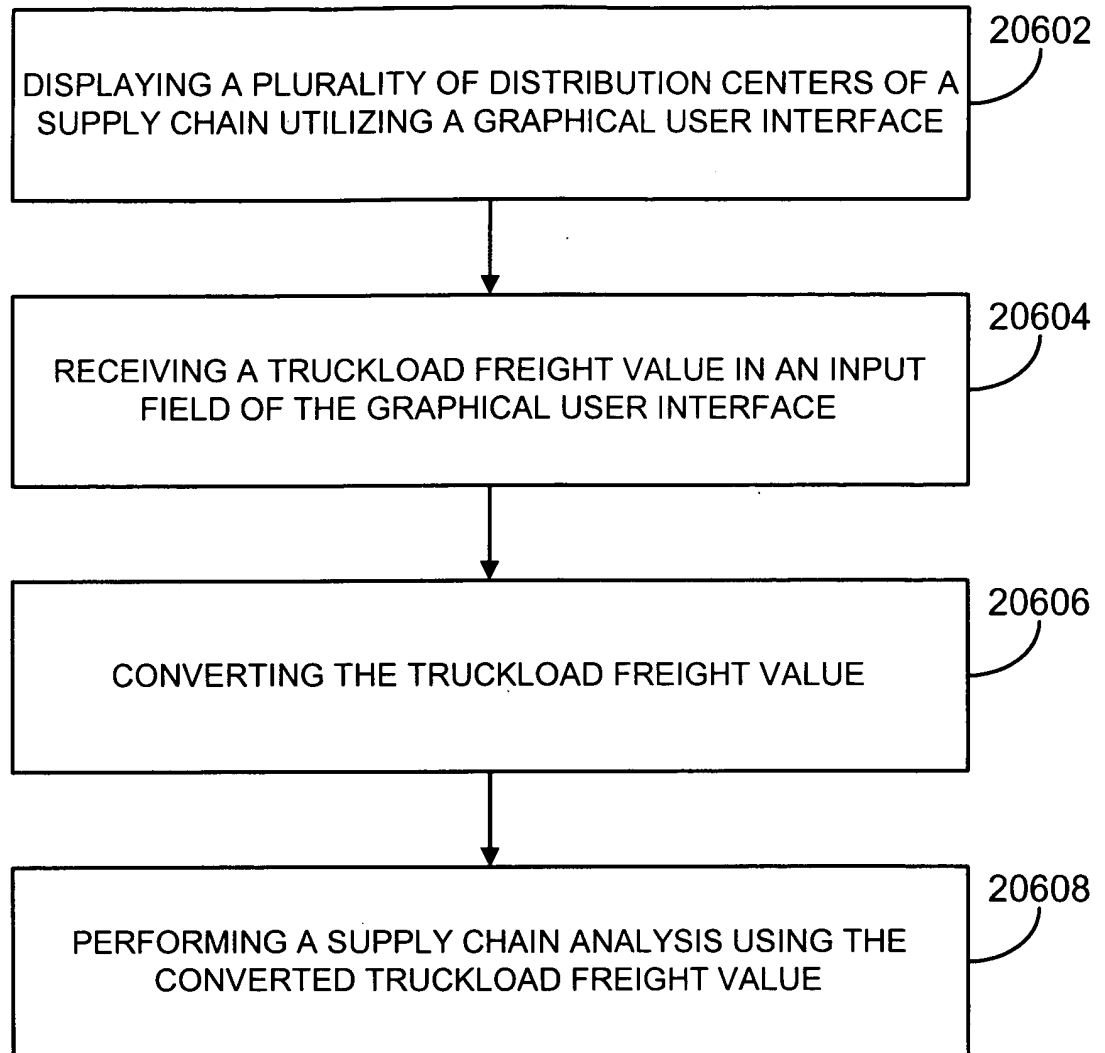
  

Distribution Center	Weight	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

FIG. 204

20600



**FIG. 206**

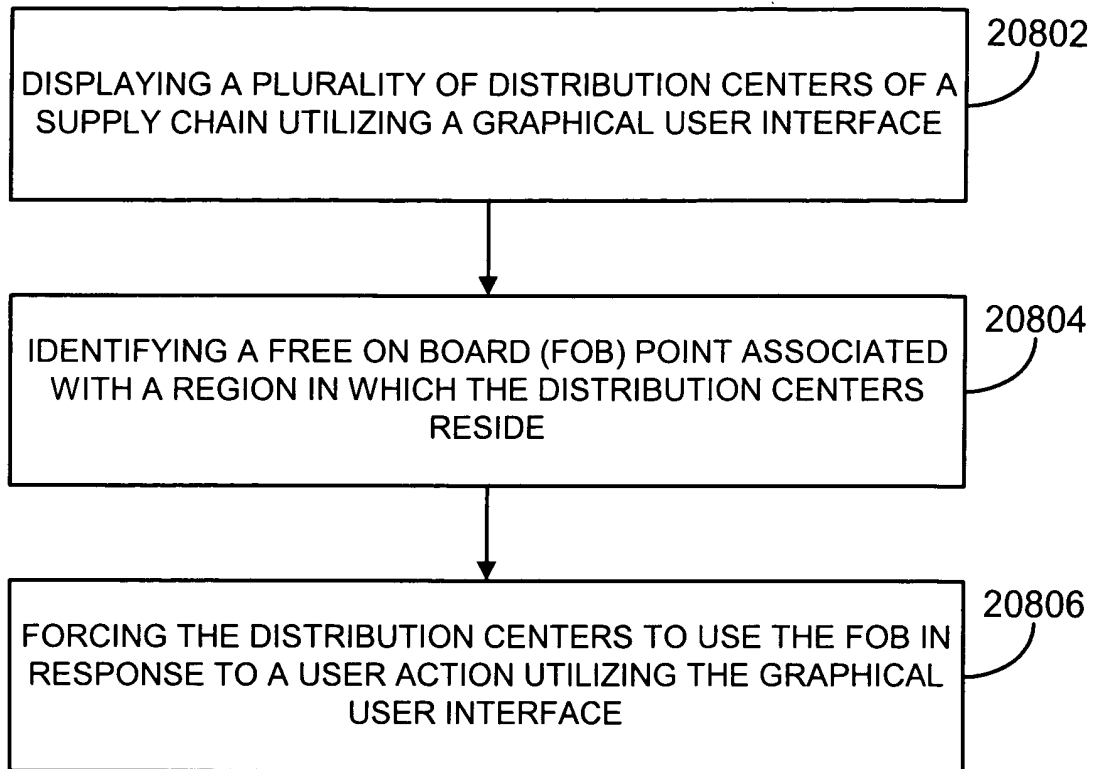
20700

FIG. 207

FIG. 207



20800



**FIG. 208**

FIG. 208

20900

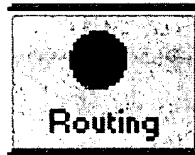


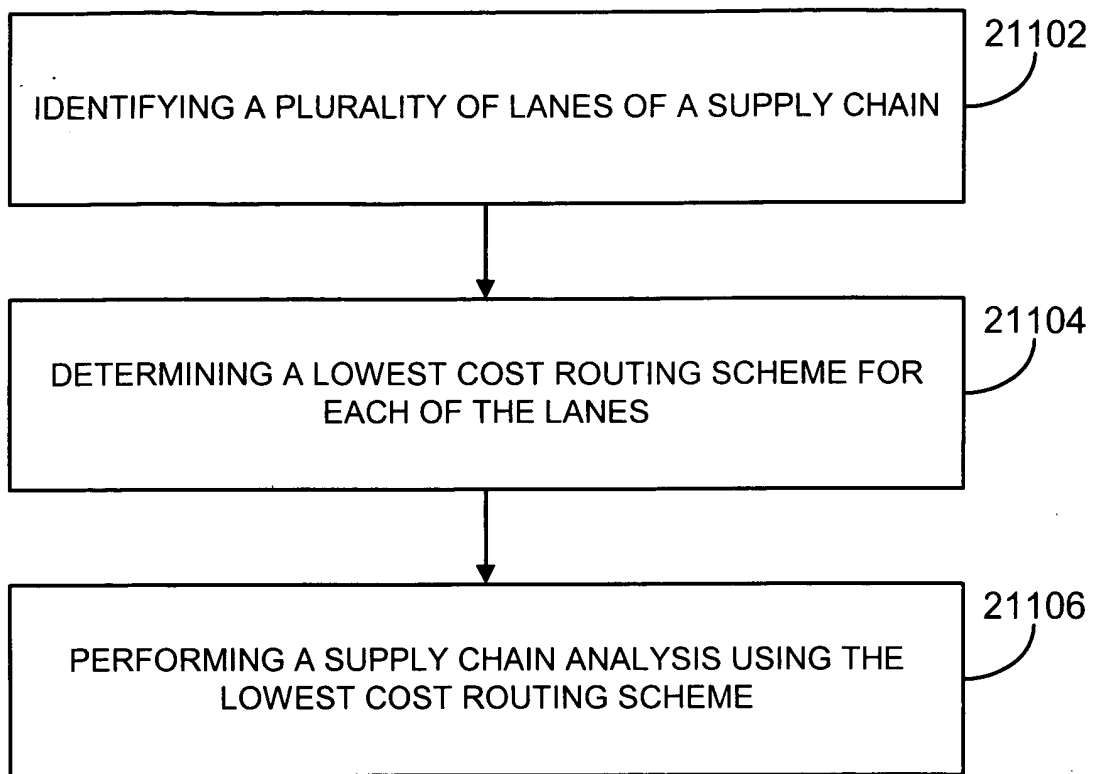
FIG. 209

21000

Report Selection	
Report Type:	Report Name:
Optimal Product Routing	Freight Information Provided
<b>Report Parameters:</b>	Freight Information Provided
Supplier: (All)	LTL Routing Grid By Lane
Supplier FOB: (All)	Routing Results By Lane
Distribution Center: (All)	Routing Results By Lane, Item
	Routing Results w/ RDC Breakout By Lane
	Routing Results w/ RDC Breakout By Lane, Item
Version: Base Version	TL Freight Variance Analysis

FIG. 210

Patented: 6,625,186



**FIG. 211**

Patent 6,654,860

21200

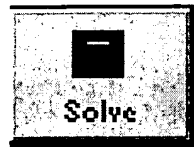


FIG. 212

21300

21302

**Report Selection**

Report Type:	Report Name:
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	ew Capacity & Prices

FIG. 213

Awarded Volume by Item - Detail
Awarded Volume by Item - Detail
Awarded Volume by Item - Freight
Awarded Volume by Item - Summary
Competing DC Freight Analysis by Item
Lane Assignment Matrix
Lane Weighted Average Delivered Cost

# DRAFT

Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)
Invoice FOB Detail Comparison (with conversion)
Invoice FOB Savings Comparison (no conversion)
Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

Report Type:	Report Name:
Comparison Reports <input checked="" type="checkbox"/>	Assigned Volume Percentages (no conversion)

**FIG. 216**

Report Name:
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)

FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions: Base version  
With LTL riding with CCF, forced TL  
LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

FIG. 218

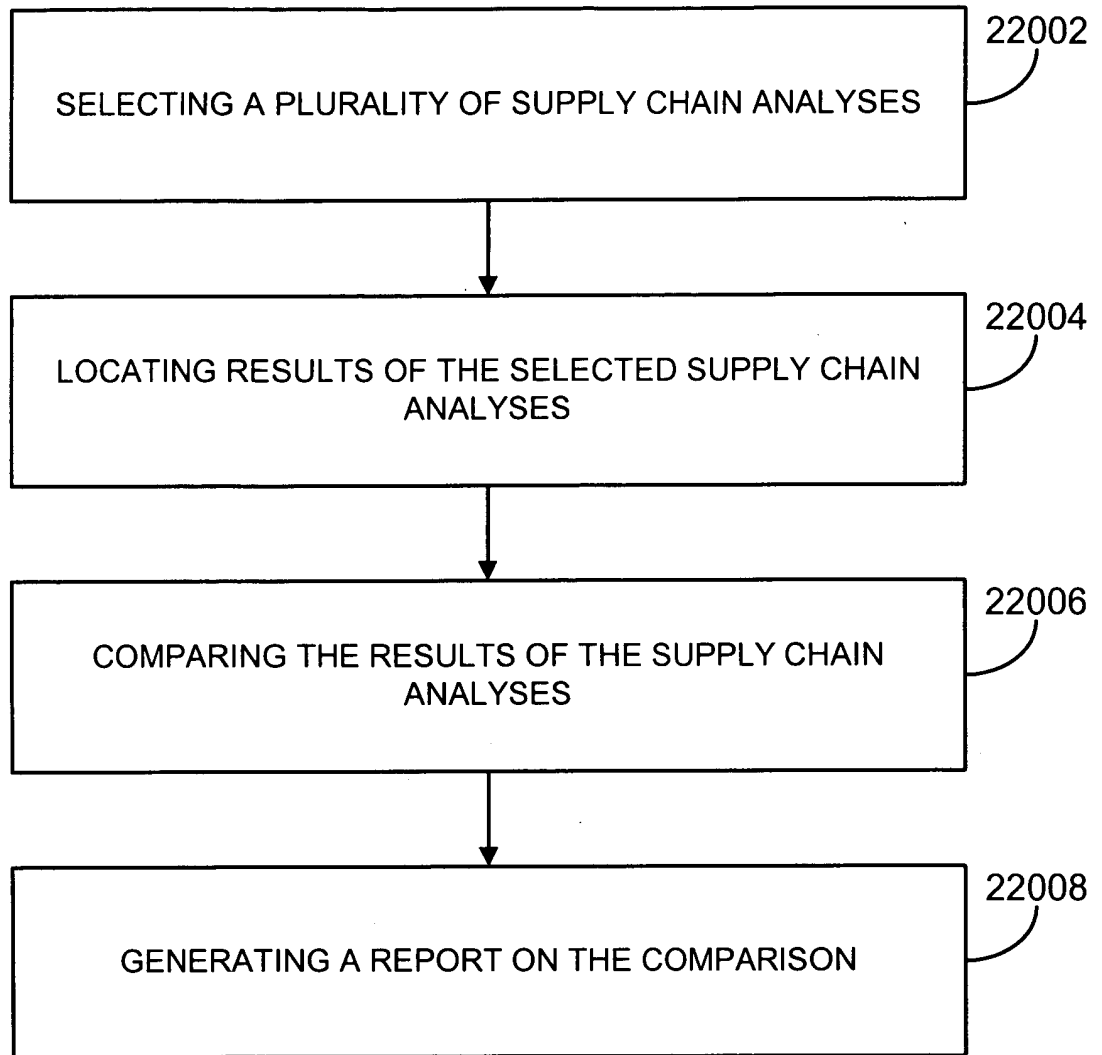
21900



FIG. 219

FILED "0631860"

22000



**FIG. 220**

22100



FIG. 221

22200

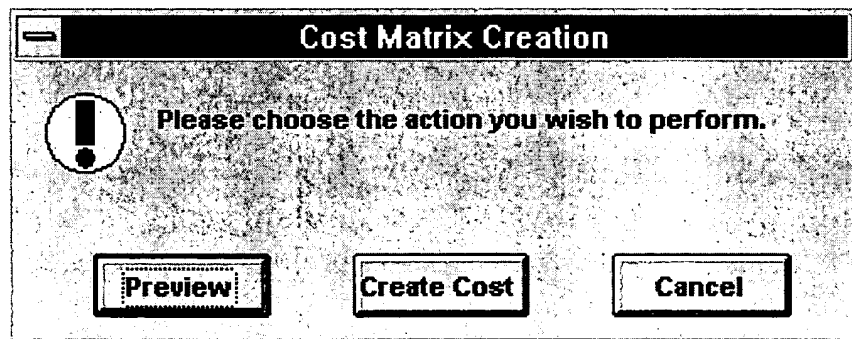
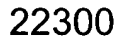


FIG. 222



22400



22400

Formula Pricing - BEEF - 77% - 04/06/98					
General Info	Pricing	Freight	Formulas	Block Cost	Adjustments
Pricing ID: 12					
Description: Beef Pricing 04/06/01					
Item: BEEF - 77%					
Raw Material Pricing Date: 04/06/01		From: 03/23/01		To: 04/03/01	
Cost Matrix Begin Date: 03/15/01		End Date: 03/28/01			
FOB Adjustment Amount: 0.0000					

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98													
General Info		Pricing		Freight		Formulas		Block Cost		Adjustments			
Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN VW	FRZN DOM 90% LEAN BL	IMP AUS 90% LEAN	Lean Fine Tstr Beef	
3/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7980	
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400	
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200	
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000	
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400	
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998	
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000	
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9840	
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200	
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600	
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.8760	

FIG. 225

22600

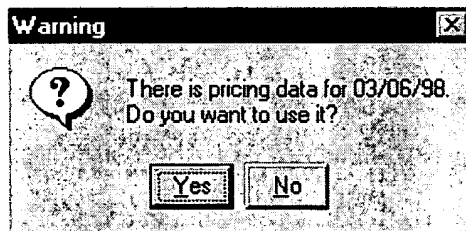


FIG. 226

22700

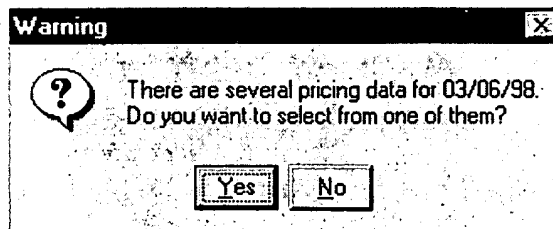


FIG. 227

22800

Pricing ID	Calc. Date	Description
10	03/03/98	Beef Pricing 3/3/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

22900

Supplier FOB	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

FIG. 228

[illegible]

**FIG. 231**

23200

Formula Pricing - BEEF - 77% - 04/06/98

Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9886	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232

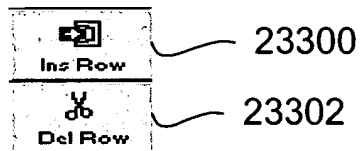


FIG. 233

23400

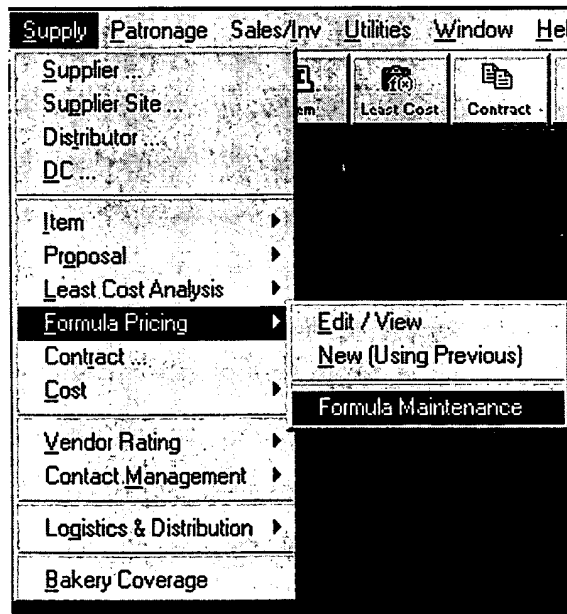


FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGIN	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/03/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 6			100.0000%

FIG. 235



23600

FIG. 236